





# 1,200 POLICE MAY CLAIM FOR STRIKE INJURIES

By T. A. SANDROCK Crime Correspondent

COMPENSATION in excess of £1,500,000 would be payable to the 1,200 police injured so far during the miners' dispute if they all submitted claims, the Criminal Injuries Compensation Board stated yesterday.

Latest compensation figures for 1983-84, which do not cover the miners' strike, show 1,017 awards to police officers injured on duty. This is a decrease on 1982-83.

But it is expected that as a direct result of the miners' dispute "the number of applications from injured police officers will increase again to 1984-85," the report states.

Nearly 52,000 applications for compensation were received up to March 31, this year from the victims of crime—an increase of 8.5 per cent over the previous year.

The applications involved both victims of assaults whose "violence and viciousness" could be attributed to glue-sniffing and from victims who made themselves easy, vulnerable targets for "senseless and wanton violence" by losing control of themselves through glue-sniffing.

**Bomb claimants**

During 1983-84, there were three serious bomb incidents. Four applications had been made by soldiers injured in the Woolwich explosion on Dec. 10, 1983; 36 by civilians, but none from police, in the Harrods bombing on Dec. 17, 1983; and from 10 civilians in the Berkeley Square incident on March 10, 1984.

"Further applications will no doubt be received in respect of all these incidents," the report states.

The Harrods bombing killed six people, three of them police officers, and injured 97, including 14 police officers.

The board explains that decisions on such incidents are often not made until a conviction has been obtained, so as not to cause "considerable embarrassment" to a criminal court.

But it has discretion where it is apparent the assailant will never be traced or identified. "We do, however, have to

face the problem of how to proceed in cases where a named assailant cannot be traced, or is evading justice," the report states.

The highest award during the year ending March 31 was £125,250 made to a man attacked in a working men's club in July, 1977. Eventually both his legs had to be amputated above the knees.

By Our Political Staff

## DAYELL IN MOD TALKS ON BELGRANO

Mr Ian Dayell, Labour MP for Louth, who has persistently questioned the Prime Minister and Mr Heseltine, Defence Secretary, on the circumstances of the sinking of the General Belgrano, was called yesterday to the Defence Ministry for talks with senior civil servants.

In a meeting with Sir Clive Whitmore, permanent under-secretary, Mr Dayell was asked whether he had the diary of Mr Narendra Sethia, a former officer on the nuclear submarine, Conqueror, Mr Sethia wrote an unofficial diary of the submarine's voyage during the conflict, extracts of which have appeared in the *Oakavon*.

Mr Dayell said that he was "perfectly happy" to have meetings with ministers or civil servants at any time. He said he told Sir Clive that although he did not have the diary, he had read it two years ago.

## 400 JOBS TO GO

Cape Industries, the building products and automotive components company, is to close its glass wool insulation plant at Washington, Tyne and Wear, with the loss of 400 jobs.



## DEPUTIES IN PAY TALKS

By JAMES O'BRIEN

PIT deputies decided yesterday to meet the National Coal Board to discuss its 5.2 per cent pay offer.

The union's executive, representing 17,000 members of the National Association of Colliery Overmen, Deputies and Shop Stewards, will go into the talks seeking a "substantial increase."

The Board's 5.2 per cent offer was accepted last week by the British Association of Colliery Management after only a brief adjournment in the talks. The union is seeking to maintain a minimum differential of 10 per cent over the highest paid National Union of Mineworkers member working on the coalface.

## £143 for faceworkers

The 5.2 per cent offer would give the union the differential it is seeking.

A 10 per cent differential over top-grade coalface workers, without bonuses, is equal to about £15 a week. Present top-grade rates are £143 for faceworkers and £157 for deputies on the coalface, without incentives.

The Board will be asked to negotiate on unsocial hours payments and on an increase in annual holiday entitlements. There is a strong possibility that the offer, which is not expected to be increased will be put out to ballot by the union.

## HELL'S ANGELS GANG FIGHT VERDICTS

Two men were yesterday found guilty of causing an affray at a Hell's Angels' party at which two bikers died from stab wounds. Thirteen others were acquitted of the charge at the end of a 10-week trial at Winchester Crown Court.

Sixteen men are before the court after a pitched battle between two motorcycle groups at Cookham, Berkshire, in September last year and the jury still has to reach verdicts on 15 counts including riot and on 15 counts including riot and assault.

The trial was adjourned until today. Found guilty of causing an affray were: John Connolly, 31, and Craig Stewart, 22. Found not guilty were: Jeremy Rogers, Brian Harper, Julian Fluke, Stephen Pittam, Paul Grimshaw, John Martin, Benjamin Edney, Michael Nicol and Howard Norris.

On the direction of the judge the jury also acquitted Steven Kirby, Simon Willis, Neil Grimshaw and Clive Grimshaw. Julian Fluke was found guilty of unlawfully possessing a firearm. They had all denied the charges.

## LAWYER JAILED FOR CHILD SEX ASSAULTS

A solicitor made hundreds of indecent telephone calls to young Chinese schoolgirls and sexually assaulted one after pretending to be a doctor. Mr John Nutting told the Old Bailey yesterday.

Ian Brewer, 58, of Warde Road, Goddard, Surrey, was jailed for 12 months. He pleaded guilty to four specimen charges of inciting children to commit acts of indecency, three indecent assaults upon one girl and inciting her to commit an act of gross indecency. Brewer admitted making telephone calls to young Chinese girls aged about eight "up and down the country," pretending to be a doctor. He told them to engage in sexual acts with their young brothers and gained a sexual satisfaction himself by masturbating while talking to them.

## ONASSIS BABY

By Our Athens Correspondent

Christina Onassis, the Greek shipping heiress, is expected, after sex-determining tests at a Paris clinic, to give birth to a boy in about two months time, so Onassis group spokesman said in Athens yesterday.

"C'est une revolte?"  
"Non, Madame, c'est une revolution!"

## Coal deliveries rise to 40 pc of normal

By ROLAND CRIBBEN Business Correspondent

COAL deliveries are nearing 40 per cent of normal levels, helped by production starting at more pits and a further rundown of stocks.

But Coal Board officials fear that the increase in output may be slowing now that the return to work has lost some momentum.

Deliveries, mainly by thousands of lorries operating around the clock, are running at between 950,000 tonnes to a million tonnes a week compared to a normal total of 2,500,000 tonnes at this time of the year.

The figure has risen from 740,000 tonnes a week at the beginning of September when the Central Electricity Generating Board started "operation winter" in earnest and began to increase stocks at coal-fired plants.

## Strike-free Notts

Coal output has been running at about 855,000 tonnes a week with 588,000 tonnes from deep-mined pits in the week ending Nov. 24. The rest has been from open-cast sites where some coal is being stockpiled because transport union workers are refusing to move it.

The strike-free Nottinghamshire coalfield accounted for 329,000 tonnes of the total, the western division 117,000 tonnes, South Midlands 107,000, North Derbyshire 28,000, Scotland 3,000 and Yorkshire 2,000.

Deep-mined output is about 150,000 tonnes a week higher than at the start of the strike, but the rate of improvement is expected to slow unless there is an acceleration in the numbers returning to work.

Forty-six pits were working normally yesterday and 18 turning some coal out of an industry total of 174. The refusal of some deputies to cross picket lines has been preventing the start of output at some pits.

An estimated 6,000 lorries are now carrying about 650,000 tonnes a week from pithead to power station.

They account for almost 70 per cent of the coal being moved because acting by drivers and signallers in support of the miners has reduced the total being moved by rail to around 180,000 tonnes a week.

Mr Roger Hobbs, chairman of the Road Haulage Association,

## Another 130 miners abandon strike

By STEPHEN WARD Industrial Staff

ANOTHER 130 miners abandoned the strike to return to work yesterday, suggesting that the momentum of the drift back would continue into the New Year when the Coal Board is hoping for a new upsurge.

Even with no special incentives such as large pre-Christmas bonuses, 383 men have gone back to the first two days of the week.

The Coal Board was particularly heartened by the return of 50 new men to the North East yesterday for the first time.

For the first six months of the dispute, the traditionally moderate area was solidly on strike, but there are now more than 3,000 of the 20,000 miners in the region back at work.

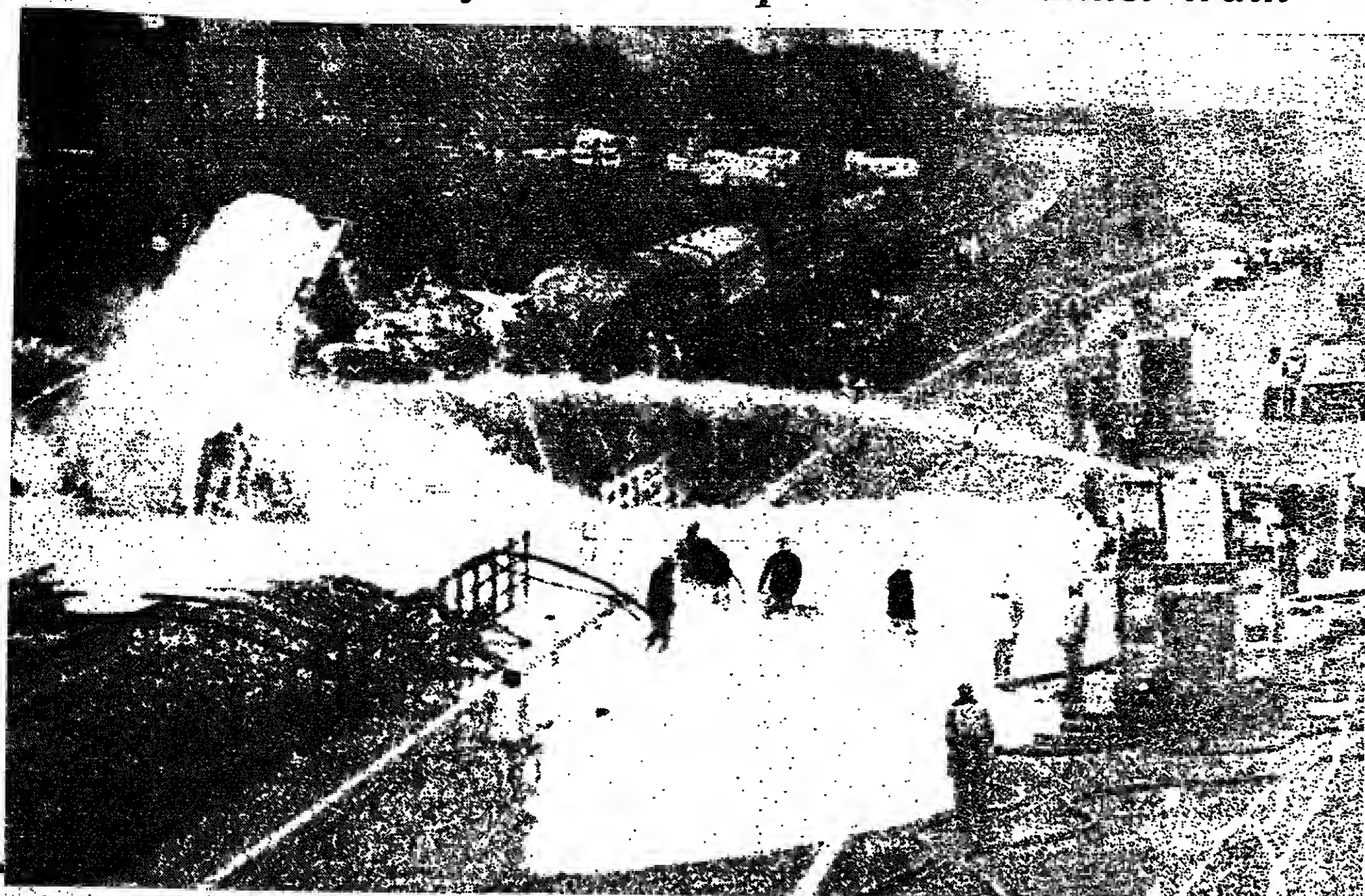
Of the 15 pits, although no coal has yet been produced, to the "barometer" area of North Derbyshire—between striking Yorkshire and working Nottinghamshire—another 31 men went back yesterday to take the total to 4,713, which is close to the psychologically important figure of half the 10,000 miners on the region's payroll.

Normal	Some	Two	Three	Four	Five	Six	Seven	Eight	Nine	Ten	Eleven	Twelve	Thirteen	Fourteen	Fifteen	Sixteen	Seventeen	Eighteen	Nineteen	Twenty	Total	Work-
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# Explosion and fireball as express rams tanker train

The Daily Telegraph, Wednesday, December 3, 1984 3



A tanker being sprayed with foam after a passenger express had ploughed into the rear of a fuel train on a stretch of track alongside the M602 at Salford, Greater Manchester, yesterday. Passengers, motorists and householders had lucky escapes as leaking fuel from three ruptured tankers exploded.

## ANGRY PARENTS ACCUSE COT DEATH DOCTOR

By DAVID FLETCHER  
Health Services Correspondent

DR DONALD WAYTE, the controversial Home Office cot death pathologist, was yesterday accused of being cruel and heartless by distraught parents who have lost babies in unexplained cot deaths.

But Dr Wayte repeated his claim that a minority of cot deaths are caused by parents who smother their babies when they are disturbed by persistent night-time crying.

### AIRMEN SEEK ARREST OF 'EYE' EDITOR

EIGHT servicemen charged under the Official Secrets Act asked a High Court judge yesterday to jail RICHARD INGRAMS, editor of PRIVATE EYE, for contempt of court.

The five airmen and three soldiers claimed that an article in the satirical magazine was "highly damaging" and "wickedly prejudicial" to their trial, scheduled for April.

Mr Desmond Walker, counsel for seven of the servicemen, told Lord Justice Warner that the article contained "shocking and memorable facts" which went "far beyond the allegations in prosecution evidence."

The four "wickedly prejudicial" respects in which this was done involved allegations that Russia had gained access to highly classified codes that secret operations penetrating deep into the Soviet Union had been rendered useless; that reports of the damage caused by atomic bombs had been distorted; and that a KGB plan including homosexual blackmail was involved.

Hearing adjourned. Neither Mr Ingram nor PRIVATE EYE was represented at the hearing and the judge refused to issue an immediate search warrant for the editor's arrest. He adjourned the hearing until tomorrow.

He ordered that Mr Ingram and PRIVATE EYE be served with notice of the contempt proceedings and said that failure to appear would result in his arrest.

The servicemen will ask the court tomorrow to ban further sales of PRIVATE EYE. They will also seek an order requiring Mr Ingram to name his informants to prevent repetition of the allegations.

The seven men facing trial at the Old Bailey are: Senior Aircrewman (General) James D. G. of Portsmouth, 21; Sergeant Major Andrew L. of 21; Sergeant Major Andrew L. of 21; Sergeant Major Andrew L. of 21; Sergeant Major Andrew L. of 21; Sergeant Major Andrew L. of 21; Sergeant Major Andrew L. of 21.

2175 SENDING-OFF. An amateur footballer who punched a referee for sending him off was fined £100 with £30 costs by Brighton Magistrates yesterday. Gary Scuttard, 25, of Watton Heath, Crawley, West Sussex, was also ordered to pay £25 compensation to Peter Smith, the referee.

## Murderer of sweethearts gets life

By IAN HENRY  
Old Bailey Correspondent

DAVID CARTY, 18, the killer of two teenage sweethearts whose bodies were found in a dumper truck on a South London children's playground was sentenced to youth custody for life at the Old Bailey yesterday.

Carty cut the throat of ROBERT VAUGHAN, a workmate, and sexually assaulted and strangled MICHELLE SABLEY, both 17. A trail of bloody footprints from his training shoes led to his capture.

The case ended with the motive behind the savage killings last February still a mystery. The only clue was that Michelle, of Chisleigh Street, Stepney, had been sexually assaulted.

Mr ALLAN GREEN, prosecuting, said the killings took place on a Saturday as Robert and Carty worked overtime at the packing shop where they were employed.

Saving for marriage. Robert and Michelle, who were engaged four months earlier, were saving to be married and he had permission for her to help him at work.

Next day their bodies were found on a Southwark council dumper truck. Michelle was naked except for a pullover.

After the murders, Carty was said to have cleaned up the premises, hid the bodies and returned early next morning and put them in a trolley and lugged them through the streets to dump them.

### BLOOM £10,000 TO CLEAR DEBTS IS REFUSED

Mr John Bloom, 50, former head of Rolls Razor, the washing-machine company which folded owing £2,500,000, had his application for discharge from his 1979 bankruptcy refused at London Bankruptcy Court yesterday. He was not present.

Mr Derek Thomas, Official Receiver, said Mr Bloom's debts totalled £219,049 and there were no assets. The discharge application was opposed by Sir Kenneth Cork, the Rolls Razor liquidator.

The court heard that an offer of £10,000 had been made on Mr Bloom's behalf "in full and final settlement" of his debts. The offer had been described by Sir Kenneth Cork as "totally inadequate."

### FRIEND SAT EXAM FOR STUDENT

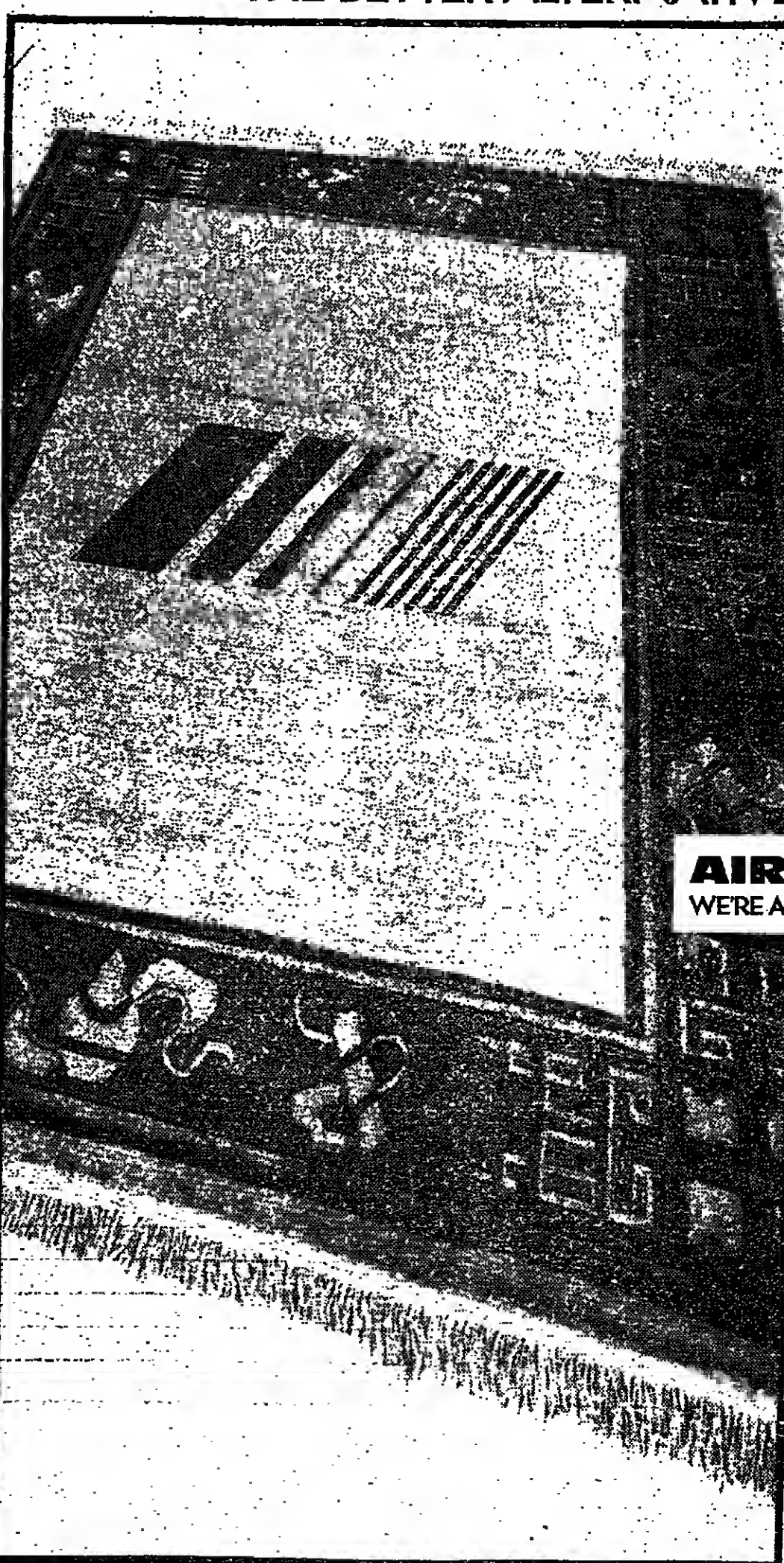
Krappo Edgal, 19, was conditionally discharged for a year at Clerkenwell Court yesterday when he admitted getting a friend to sit his economics O-level for him because it clashed with his mathematics examination.

Edgal, of Kensal Rise, Willesden, now studying for a diploma at Willesden College of Technology, also admitted forging a teacher's name which was required to sit an examination. The court heard Edgal has been banned from sitting University of London examinations for two years.

### BOMB IN THATCH

Disposal experts have removed a wartime bomb hidden for more than 40 years in the thatched roof of Willow Cottage, Garden House Lane, Ricklinghall, Suffolk, home of Mrs Margaret True, 76.

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# GRENADA VOTES IN BLAIZE BY A LANDSLIDE

By DAVID SHEARS in St George's, Grenada  
**E**BUILLIENT supporters of Mr Herbert Blaize's New National party celebrated in the streets of St George's yesterday after an election landslide triumph.

The middle-of-the-road party won 14 out of 15 seats in the new island Parliament, conceding only one to Sir Eric Gairy's Grenada United Labour party.

## TRAVELLERS SPRAYED IN GERM TEST

By FRANK TAYLOR  
in Washington

**T**RAVELLERS at Washington's national airport and one of the city's bus stations were secretly sprayed with bacteria as part of an American Army biological warfare test, it was disclosed yesterday.

The test took place in 1964 and 1965 when the Army was trying to assess how quickly enemy agents could spread deadly epidemics.

People using the airport and the Greyhound bus terminal were sprayed by Army agents.

None of the "victims" was aware of the experiment. The Army estimated that "infected" passengers would carry the bacteria to more than 200 cities in a matter of hours.

The disclosure came in Army documents released under the Freedom of Information Act at the request of the Church of Scientology.

The documents, large parts of which were consigned, were handed over to Senator James Sasser, who has helped black Pentagon efforts to enhance a germ warfare test centre in Utah.

## Sharp cuts planned by Reagan

By RICHARD BEESTON  
in Washington

**P**RESIDENT REAGAN was reported yesterday to be making "good progress" in his attempt to reduce America's record budget deficit with plans to cut farm subsidies sharply and slow the growth rate of defence expenditure.

For the past week Mr Reagan and his advisers have been making plans to try to freeze Government spending to current levels, while slashing other programmes, including Government price supports for farmers.

Mr Reagan was reported yesterday to have tentatively approved cuts in the \$13 billion (£10.8 billion) farm aid programme which could unravel a system developed during the depression in the 1930s and force American farmers to rely more on free markets.

Such a plan, said the Agriculture Secretary, Mr John Block, would also propose a "get tough" policy to discourage foreign competitors from subsidising their farmers to the disadvantage of American farmers.

**'Reform needed'**  
 "Agricultural programmes and policies desperately need reform for the long-range health and prosperity of the industry," said Mr Block, adding that he would seek reforms intended progressively to reduce the Federal farm-programme costs.

Mr Reagan is seeking to reduce spending next year by \$42 billion (£34.8 billion).

Officials said yesterday he had not yet reached a decision on the defence budget, once considered sacrosanct, but might now accept a cut of about \$8 billion (£6.5 billion) in next year's defence budget projections.

The Reagan Administration is at present spending 26 per cent of total Government expenditure on defence, or in other terms about six per cent of G.N.P.

The comparative figures for Britain for defence are about 12 per cent of Government expenditure or 5.1 per cent of G.N.P.



## U.S. POLICY ATTACKED BY TUTU

**T**HE Reagan policy towards South Africa was denounced as "immoral, evil, and totally unchristian" in a statement to Congress yesterday by the black Anglican Bishop of Johannesburg, the Rt. Rev. Desmond Tutu.

The bishop, who won a rare standing ovation from the Foreign Affairs Sub-committee of the House of Representatives, said that United States policy was encouraging intransigence and repression in South Africa.

He made these remarks as the Administration came under growing attack by the anti-apartheid movement in the United States.

Mr Chester Croker, Assistant Secretary of State, described as "rubbish" charges that American policies encouraged apartheid. Mr Reagan's "quiet diplomacy" was working.

The bishop said: "We are talking about a moral issue. You are either in favour of evil or you are in favour of good. You are either on the side of the oppressed or the oppressor. You can't be neutral."

At the summit—Mr. Papandreu, Greek Prime Minister (left), Mrs. Thatcher, President Mitterrand and Dr. Garret Fitzgerald, Irish Prime Minister, preparing for the final day of the Common Market talks at Dublin Castle yesterday.

## Envoy's murder aimed at Arab moderates

By JOHN BULLOCH Diplomatic Staff

**A** SENIOR Jordanian diplomat was shot dead yesterday in what was feared might be the start of a terrorist campaign designed to destabilise the emerging moderate consensus in the Middle East.

Mr Asmi al Mufti, Counselor at the Jordanian Embassy in Bucharest, was killed as he left a city centre hotel to take his five-year-old son to school.

The son of a former Jordanian Prime Minister, he and his family were staying at the hotel until their own flat was ready.

**Sentenced to death**  
 The Rumanian police said they arrested a man soon afterwards. Said to be a mentally deranged Palestinian he was identified as Ahmed Moh'd Ali Hersh, 27, born in Sakli-Nahli, in the Israeli-occupied West Bank, and carrying a Jordanian passport.

Jordanian officials said privately last night that they were sure the Bucharest attack had been organised by the Abu Nidal group. Abu Nidal was a member of the mainstream Fatah group of the P.L.O.

He was sentenced to death for mutiny by the P.L.O. leadership, was taken up by the Baghdad regime and then moved his organisation to Damascus, the Syrian capital, while still maintaining his links with Iraq.

After the assassination of a British diplomat in Athens nine months ago, and last week's killing of the British Consul in Bombay, the "Moslem Revolutionary Organisation," a code name for Abu Nidal, claimed responsibility. On both occasions the claims were made from Bucharest.

But, while the Jordanians were expressing their opinion yesterday, a man saying he spoke for Black September, a Palestinian guerrilla group prominent in the 1970s, claimed responsibility for the murder in a telephone call from Rome to a news agency in Vienna.

Less than a week ago in Athens there was an attempt on the life of another Jordanian diplomat.

Mr Mufti, who had previously served in Beirut, was a leader of the Circassian community in Jordan, a group which traditionally furnishes King Hussein's bodyguards.

**U.S. interest in  
Mid-East grows**  
 By Our Diplomatic Staff  
**MR RICHARD MURPHY**, United States' Assistant Secretary of State, travels to the Middle East today or tomorrow in a move widely interpreted as a sign of new American interest in the area.

Officially, his mission will be to try to break the troop withdrawal deadlock between Lebanon and Israel.

But diplomats said that coming immediately after the Palestine National Council meeting in Amman, King Hussein's visit to Egypt, and the resumption of relations between America and Iraq, the move was of wider significance.

In Amman, King Hussein called for an international conference under United Nations auspices at which the Palestinians would play a full part. That suggestion was endorsed by President Mubarak of Egypt.

The new element in the situation is the endorsement by the majority of the P.L.O. for the idea. This has left Syria, which champions the anti-Arafat minority, on its own.

**Quitting Tunis**  
 Yasser Arafat, the P.L.O. leader, has said that to underline the new line-up he will move his headquarters from Tunis to Amman. He is expected to take with him about 500 P.L.O. members who were evacuated from Beirut to Tunis in 1982.

Most of the fighters who went to Tunis quickly drifted back to their families and homes in Lebanon, Jordan or Syria. Those who will move from Tunis will not be allowed weapons apart from Arafat's bodyguards.

As one hostile Arab diplomat said last night: "The Palestinians who think that there has been a real change will soon find that there is no difference between a Syrian and a Jordanian muzzle."

**NIGERIA BRITONS  
REFUSED BAIL**  
 Two British engineers detained since May, accused of conspiring to steal an impounded aircraft, were refused bail in Lagos yesterday, for the second time.

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## ATTACKS ON CLERGY 'NOT POLITICAL'

**T**HE killing of Father Jerzy Popieluszko, the pro-Solidarity priest, was an "exceptional case" and was not linked to the recent death of a Solidarity activist and assaults on two other priests, Mr Jerzy Urban, the Polish Government spokesman, said yesterday.

Of the activist, Stanislaw Chac, found unconscious at the foot of stairs in Lublin on Oct. 17, and said by the banned independent trade union to have been murdered, Mr Urban said that he might have been hit by "one of his co-participants in a drinking bout," or that "perhaps he fell down the stairs."

Mr Urban confirmed that Father Eugeniusz Kosciolko and Father Zenon Ziomek had been beaten and tortured, but he said the motive was robbery. There was nothing to connect these cases with the police.

Mr Urban also said that the Communist Government had ended its investigation of the Popieluszko case and that a secret police colonel who was under arrest would be indicted on charges of inspiring the crime.

**Masked intruders**  
 Formal indictments against the colonel and three other secret police officers who had been charged with abducting and killing Father Popieluszko would be filed by the end of the month.

But the murder of Father Popieluszko, committed by three functionaries of the Ministry of the Interior, was exceptional, not one of a series of similar events.

Father Kosciolko said on Sunday that two masked men entered his flat on Nov. 20, tied him to his bed, pricked him with a bayonet, burned parts of his body, and left with some cash.

He said that Father Ziomek was similarly attacked and robbed in October.

Mr Urban commented: "Unfortunately robbery assaults occur in Poland. These two events had no political aspect."—A.P.

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## £450m FOR ARGENTINA FROM CITY

By ANNE SEGALL  
Banking Correspondent

**B**RITISH banks are to provide Argentina with £450 million of new loans as part of a massive re-scheduling package aimed at resolving the country's debt problems, it emerged in London yesterday.

British banks fear the size of their contribution could spark off another political row similar to the storm over their £150 million contribution to an Argentine loan in December 1982.

At the time, Mrs Thatcher came under fierce Parliamentary attack for allowing British banks to participate and for involving the British Government in an indirect contribution to Argentine finances through the International Monetary Fund.

The Prime Minister was forced to back down by arguing that their involvement was necessary to stave off the risk of an international financial crisis and to protect money already lent out to Argentina.

However, she intervened later, in the summer of 1982, to prevent the loan being dispersed until Argentina had provided assurances of its intention to remove sanctions against British companies in Argentina.

The latest British contribution is part of a £2.5 billion international loan agreed over the weekend in New York as part of a rescheduling and new money deal organised by the I.M.F.

The I.M.F. is insisting that all loans with a significant exposure to Argentina have to participate, providing British banks with little option.

**Major role**  
 Mr Guy Huntrods, a senior director at Lloyd's Bank, said that the British Banks at the marathon talks in New York which lasted 19 days.

He made clear that British bank involvement had received the implicit support of the British Government.

"I have no reason to suppose the Government will stand in the way of an international financing operation which has received the blessing of the I.M.F. and in which British banks have an important part to play," he commented yesterday.

Mr Huntrods also indicated that the Government had been kept informed all along of the progress of talks.

A Whitehall spokesman confirmed yesterday that British banks would be free to put up new money for Argentina. "We recognise that commercial banks must pursue their own interests," he commented.

British banks already have £3 billion at stake in Argentina as a result of loans made before the Falklands conflict.

International banks, in addition to putting up new money, are to give Argentina an extra 12 years to repay some £11 billion-worth of debts falling due between 1982 and the end of 1985.

**Raised fears**  
 Argentina, the third biggest debtor in the world after Mexico and Brazil, owes £26 billion, of which £20 billion is due to international banks.

The I.M.F. is also planning to help Argentina resolve its economic problems by providing the country with £1.4 billion of official aid. But I.M.F. assistance is being made conditional on banks doing their bit.

The British Government is a major contributor to I.M.F. funds, accounting for roughly 7 per cent of its resources. There is little the British Government can do directly to influence the way Argentina spends the money it receives.

This has raised fears in the past that funds supplied to Argentina could be used to boost military spending.

British officials point out, however, that the Argentine junta was replaced by a civilian Government under President Alfonsín following general elections last December.

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Most of the fighters who went to Tunis quickly drifted back to their families and homes in Lebanon, Jordan or Syria. Those who will move from Tunis will not be allowed weapons apart from Arafat's bodyguards.

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## TORY STUDENTS BACK JOSEPH PLAN TO CUT GRANTS

By JOHN IZBICKI Education Correspondent

THE 14,000-strong Federation of Conservative Students yesterday backed plans by Sir Keith Joseph, Education Secretary, to abolish the minimum grant and make well-off parents contribute towards tuition fees.

In a letter to Sir Keith, delivered shortly before he was due to face questions in the House of Commons, Mr Marc Glendening, FCS chairman, wrote: "The financing of student maintenance cannot be divorced from the overall economic condition of the nation."

"If the party in Parliament is really serious in its desire to reduce the burden of taxation... it must give its full support to the Government on this crucial issue."

Mr Glendening added: "The party must not become a mouthpiece for the interests of high-income parents."

Instead, the federation advocated the introduction of a "loans supplement" a partial loans system similar to the one proposed by the Adam Smith Institute on Monday.

This would take the form of a loan of up to £2,000, less whatever grant the student was receiving from a local authority and parents.

Neither the Adam Smith Institute nor FCS has suggested that parents could save money by taking out endowment policies or giving their

children overpayments. Both are useful legal devices. An endowment works in much the same way as fee-plans available from insurance companies specialising in independent school fees. It is a life assurance taken out to a child's name that draws profits and matures when needed.

The covenant is of more immediate interest. Since everyone is entitled to earn £2,005 without paying tax, the parent may give his child a covenant of, say £2,000. It can be for any amount below or above that figure but tax would be payable for higher amounts. Since the parent pays a standard 30 per cent tax, he may deduct that from the gross amount. Thus he will write a cheque to his son or daughter for £1,400.

The child then writes to the Inland Revenue to say he has been given a grant of £2,000 from which £900 had been deducted. The Inland Revenue then pays the child that £900.

## Grant rules 'will create poverty trap'

By MARGOT NORMAN Education Staff

SIR KEITH JOSEPH'S student grant regulations will create a new "poverty trap" for families living at less than 50 per cent above supplementary benefit levels, according to Miss Hermione Parker, an expert on income maintenance.

Those worst affected will not be wealthy families but those earning between the national average and 2½ times that amount.

Miss Parker, author of "Action on Welfare" published by the right-wing Social Affairs Unit, believes Sir Keith made the new rules without taking into account similar moves by the Inland Revenue and the Department of Health and Social Security to penalise middle-income families.

A single government agency to oversee all departments' measures which affect the distribution of income is urgently needed, she argues in an article in the forthcoming issue of the magazine New Society.

Analysing the income and outgoings of a husband earning £12,000 and a wife earning £5,000, who have one child at a state school, another starting university and a £25,000 mortgage, Miss Parker estimates the new grant rules will leave the family £7,842 in spending power.

## JUDGES APPOINTED

Mr Ian Campbell, 46, and Mr Robert Taylor, 45, have been appointed circuit judges, assigned to the Northern Circuit.



The Princess of Wales drawing on the wartime memories of Mr Sidney Harris, 57, during her visit to the Royal School for the Blind at Leatherhead, Surrey, yesterday when he recalled his service in the Royal Navy under Lord Mountbatten.

## Communists sack 3 after row

By MAURICE WEAVER Industrial Staff

THREE full-time officials of the Communist party of Great Britain, all working in its London district, have been summarily sacked in the wake of last month's uproar at the party's London Congress.

Mr Roger Trask, London district organiser, Mr George Wake, district industrial organiser, and Mr Tony Brown, described as a "technical worker," had previously been

suspended for their alleged part in local defiance of the national leadership.

This burst into the open when the national executive clamped down on district committee elections on Nov. 24 claiming ballot-rigging.

It is the latest manifestation of the on-going doctrinaire row between the national party and hard-line, so-called Stalinist elements. The leadership is seeking to "purge" its opponents to avoid a rift in the party. At a disciplinary sitting of the party executive last week-

end 22 London district members were suspended, among them 20 members of the 50-strong London district committee. Mr Trask, 38, Mr Wake, 61, and Mr Brown, 25, were among them.

Mr Brown, a party member for four years, has been working as convener of the Sydenham and Forest Hill Miners' Support Group. Mr Trask and Mr Wake have been party members for 10 and 34 years respectively. They were all paid on a "flat rate" of about £5,500 a year.

## NHS drugs cutback 'is privatisation by back door'

By DAVID FLETCHER Health Services Correspondent

PLANS to save £100 million a year by limiting drugs which doctors may prescribe will lead to back-door privatisation of the National Health Service, according to Dr John Griffin, director of the British Pharmaceutical Industry Association.

Those who could afford to pay would get the drugs they wanted prescribed privately, he said.

But everyone else would have to make do with what was available from limited NHS lists.

He added that the Government plan would lead to a two-tier system of health care contrary to the equal-treatment-for-all principle of the NHS.

Trivial symptoms It would also cause poorer health treatment for millions of people because it would encourage patients to go straight to a chemist's shop to buy medicines rather than consult their doctor.

Dr Griffin said that patients with apparently trivial symptoms that could indicate more serious conditions would buy a suitable drug over the counter leaving their illness undetected.

He added that the association was spending £250,000 this week alone on advertising alert the public to the dangers of the Government scheme.

The industry is reacting vigorously in defence of its £1,500 million sales to the NHS which net it more than £100 million profit each year.

Investment fear It fears that a limited list of medicines will cause the multi-national drug companies to withdraw investment in cutting those employed by the industry in Britain.

Dr Griffin asked: "If there is a limited list of medicines from which doctors may prescribe what incentive is there to spend money developing new products? The limited list proposal will totally stifle research into new drugs in this country."

He said that pharmaceutical companies were less worried at the immediate threat to their profitability than the long-term effect of the imposition of a limited list of NHS drugs.

"The establishment of a limited list will prove to be the thin end of a very thick wedge," he added.

Any time the Government wants to make spending economies it will always have the option of cutting down the number of drugs on the list."

Representatives both of the pharmaceutical industry and of the British Medical Association will be seeing Mr Fowler, Social Services Secretary, to try to persuade him to drop the plan.

## CAR TRADE FAILURES 3rd HIGHEST

By COLIN DRYDEN Motoring Staff

THE motor trade is third in Britain's business failure league, largely because of the new car price war, according to the Motor Agents Association.

"It is a real battle to sell cars and dealers being at the sharp end are very often the casualties," an Association spokesman said yesterday. In the first nine months of the year there had been 1,126 company liquidations, compared with 1,205 for the corresponding period in 1980, and 1,611 bankruptcies as against 571.

This put the trade ahead of the building industry and second only to general retailing in the league tables for businesses closing.

## 2½m surplus

One reason for dealers' problems was the industry's over-production with 2,250,000 surplus cars in Western Europe. "This means that manufacturers and importers are bent on getting as much market share as quickly as they can while dealers' profits go out of the window," the spokesman added.

In normal times a dealer would expect to make 17.5 per cent on every new car he sold but now he was having to give that away in discounts to the customer to make a sale. There was very little money to be made in selling cars and it was a question of the survival of the fittest dealerships, not necessarily the biggest.

Those who were able to diversify or develop other aspects of their business were doing best, the spokesman added. Dealers now were fortunate to get a one per cent return, no turnover compared to five per cent five years ago.

## ACCIDENT VERDICT

Miss Fiona Cosan, 19, a publican's daughter of The Brown Bear, Leman Street, Stepney, tumbled over a sixth-floor balcony rail to her death after drinking with friends on holiday in Magaluf, Spain in July. Dr Douglas Chambers, 81, Paneras coroner, heard yesterday. He recorded a verdict of accidental death.

## Dial-a-massage man jailed in vice case

A MAN, who had more than 30 girls working for his massage agency, a front for prostitution, was jailed for nine months yesterday.

JOHN MALCOLM, 38, of The Greenway, Colindale, and his girlfriend, MICHELLE ADAMS, 32, of the same address, were both found guilty of living on immoral earnings.

Malcolm pleaded guilty to obtaining a £56,000 mortgage by deception and was jailed for a total of nine months and fined £5,000 or a further six months.

Girls on beepers Miss Adams, mother of a teenager, was also found guilty of controlling prostitutes and was sentenced to four months suspended for two years with £500 costs.

Mr MICHAEL KALISHER, Q.C., prosecuting at Acton Crown Court, said girls equipped with exotic names and British Telecom beepers posed as masseuses visiting men in hotel rooms all over London.

Their charges were from £50 upwards, depending on the client's taste, said counsel. Agency accounts revealed a turnover of as much as £6,000 in one month, and this was

based only on the agency's fee of £20 a time.

Det. Sgt. KEITH DRIVER, who headed the two-year investigation, said: "There have been four similar rackets in London. This was one of the biggest."

ANTHONY PERKINS, 43, of Devonshire Road, Mill Hill, said to have used his company car to drive the girls around was found guilty of living on immoral earnings and fined £500 with £100 costs.

Clive WATTS, 47, of Sanders Lane, Mill Hill, another alleged driver, was acquitted.

## MAN, 70, BLINDED BY RAIDER

By Our Crime Staff

A 70-year-old widower was blinded when he was struck with a brick by a raider who stole his savings of £150 in Holloway. It was disclosed yesterday. Mr Sidney Waller was attacked at his home in Sparsholt Road.

Mr Waller is in the Royal Free Hospital, Hampstead, where doctors hope that his blindness will be temporary, but he was still last night too ill to be interviewed by detectives.

## YOUR ATTENTION PLEASE

YOUR HELP IS NEEDED BY THE ROYAL STAR & GARTER HOME TO CARE FOR THE DISABLED MEN & WOMEN OF ALL THREE SERVICES.

The Royal Star & Garter Home cares for severely disabled ex-Servicemen and women of all ranks from all parts of the country. We rely on public support, so please help by sending a donation or preferably asking for a covenant form. You might also like to remember with a legacy those to whom we owe so much.

THE ROYAL STAR & GARTER Home for Disabled Sailors, Soldiers & Airmen, Dept. DJ, Richmond, Surrey TW9 6RR. Tel: 01-940 3314

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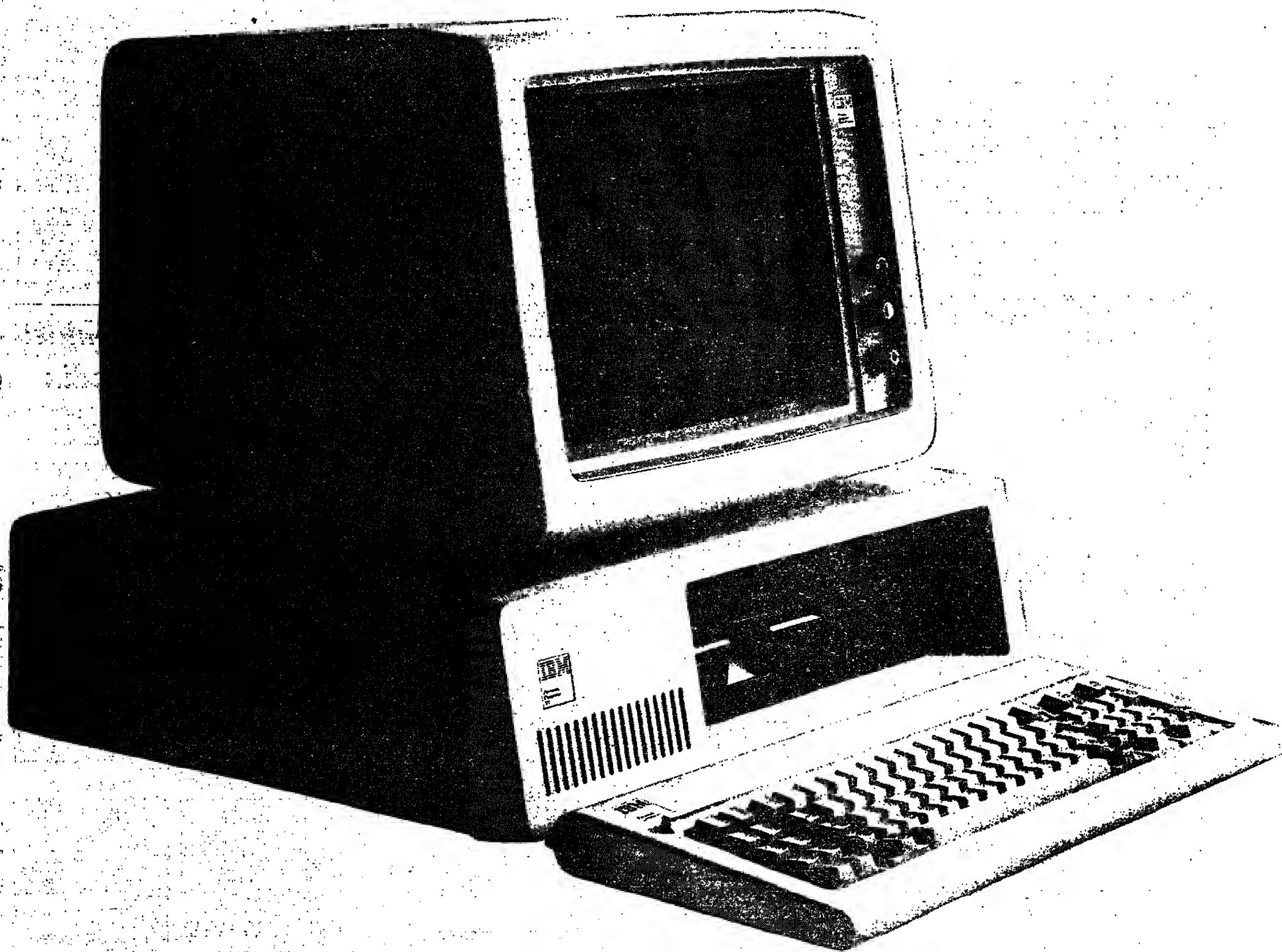
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هكذا من الأدب

The Daily Telegraph, Wednesday, December 5, 1984

There aren't enough words  
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\*Based on published NCC data for the period January-October 1984.

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## LIVINGSTONE 'USING GLC AS A POLITICAL SPRINGBOARD'

By JAMES ALLAN

MR KENNETH LIVINGSTONE, the Greater London Council leader, was accused yesterday of using the GLC as a springboard into international politics.

The claim was made by Mr Kenneth Baker, Local Government Minister, speaking for the Conservatives in the Southgate by-election campaign in North London.

His remarks were prompted by the disclosure that members of Sinn Féin and the Palestine Liberation Organisation will address a Black Peoples Solidarity with the Miners meeting in County Hall.

The meeting, which has been given Mr Livingstone's personal go-ahead, and the future of the GLC became the main issue of the day in the by-election.

### Southgate By-election

the day in the by-election, which was caused by the death of Sir Anthony Berry in the Brighton bombing in October.

Mr Steel, the Liberal leader, challenged the Government to hold a referendum on the abolition of the GLC, to give it the legitimacy that, he said, was lacking.

Appearing in support of the Conservative candidate, Mr Michael Portillo, 31, the Local Government Minister said Friday's meeting had nothing to do with local government.

"It is another example of

**CANDIDATES**  
M. Portillo ..... (C.)  
T. Steel ..... (L.)  
W. F. Hamid ..... (Lab.)  
G. Weiss ..... (Captain Rainbow's Universal party)  
J. W. Kershaw ..... (Nationalist)  
A. Polydorou ..... (Turkish Troops Out of Cyprus)  
I. J. Burgess (Abolish Greater London, Restore Middlesex Shire)  
R. P. Shenton ..... (English Nationalist)  
H. M. Ancomb ..... (Get Off Road, Freight On Rail)  
**GENERAL ELECTION** Sir Anthony Berry, Conservative, died in Brighton bombing in October. Polling: Thursday week.

how Mr Livingstone is trying to create a role for the GLC which has nothing to do with the rate-payers of London," said Mr Baker.

"It is Mr Livingstone's springboard into international politics," said Mr Baker.

But, said Mr Baker, the GLC would be abolished after the question of student grants.

that this would be welcomed by the residents of Southgate, who live in the Conservative-controlled Borough of Enfield.

The Liberal candidate, Mr Timothy Steel, 56, also seized on the issue as an opportunity to take a swipe at Mr Livingstone, his Labour opponent and the Government.

Mr Steel complained: "London has been given a bad name by Keo Livingstone and his antics, misuse of money and irresponsible involvement with dubious political activities."

Mr Steel, whose party believes in the retention of the GLC with controlled powers, said: "There is still great anxiety, even among Conservative voters, about the constitutional inappropriateness of the executive abolishing a free and democratic election."

### Health Service cuts

"If they really believe that the people of London wanted to do away with elections to the GLC, it should not hesitate to put its present Bill to a referendum."

"A positive answer by the voters would give the Government the legitimacy it is missing at the moment. A negative answer would mean they should drop the Bill."

Labour's candidate, Mr Winston Farouk (known as Peter) Hamid, 52, was not anxious to be drawn into the controversy over Friday's meeting, though he argued that, unless you heard the other person's case, you could not demolish it. He added that he abhorred and rejected violence of any kind.

Mr Hamid preferred to concentrate on the impact on the constituency of cuts in the health service, which he said was probably the biggest in the country after the question of student grants.



The frigate Jupiter coming into collision with London Bridge in June—causing £25,000 damage to the bridge and £100,000 to the ship, a court martial was told in Portsmouth yesterday.

## Frigate hit bridge 'after captain refused tug offer'

By GUY RAIS

THE captain of the Exocet-carrying frigate HMS Jupiter which crashed into London Bridge in June, ignored the advice of an experienced Admiralty-approved pilot and his own navigation officer, a court martial at Portsmouth was told by Lt Cdr Jim McGowan, prosecuting, yesterday.

Cdr Colin Hamilton, 40, of Devonport, was said to have appeared "somewhat stunned" after the collision and apologised to the pilot.

Cdr Hamilton, who commanded Leeds Castle, a Navy offshore patrol ship, during the Falklands conflict, admitted negligence by stranding the Jupiter.

He denied subsidiary charges that he had not properly planned the ship's departure and failed to properly use two tugs made available to him.

Hundreds of spectators saw the 2,500-ton Jupiter hit the central arch of the bridge while leaving the Pool of London, after a courtesy visit, causing £25,000 damage to the bridge and £100,000 to the ship.

**Local knowledge**  
The frigate, on which the Prince of Wales once served as a junior officer, hit the bridge broadside.

Lt-Cdr McGowan told the court that the Fleet's port guide, which contained considerable detail to assist Navy ships entering and leaving the Pool of London, advised commanders to take on river pilots because of "the river traffic and their local knowledge."

When HMS Jupiter first arrived on June 8 for her week-long visit she picked up Mr John Cooley, an Admiralty-selected pilot. As they approached Tower Bridge Mr Cooley advised Cdr Hamilton to use a tug for berthing, but he decided not to do so and made a "successful and smart alongside."

Capt. A. J. Bull, Navy commander and Assistant Queen's Harbour Master, complimented Cdr Hamilton on his "ship-handling" but sought assistance that he would use tugs for his departure, "and this was given."

Twenty minutes before sailing on June 15, Mr Cooley discussed the departure plan



Cdr Colin Hamilton: "Ignored advice."

for the ship with both Cdr Hamilton and Lt M. Rothwell, the ship's navigating officer, advising that two tugs should be used.

During a discussion which followed, Cdr Hamilton put forward reasons why he would not follow Mr Cooley's proposals. "Mr Cooley expressed his disapproval and concern," said Cdr McGowan.

Cdr Hamilton said he would prefer to move without tugs in Portsmouth in similar space and with a similar tidal stream. Mr Cooley replied that he could leave without tugs but if he did so "it would be contrary to any professional advice."

Cdr McGowan said: "He chose his words extremely carefully and deliberately."

The frigate moved up river after passing a point where Lt Rothwell expected her to begin to turn. When it was 60 degrees across the river and still making headway, Cdr Hamilton requested help from two tugs, saying: "Oh dear, I'm in trouble."

The tugs were called in when the frigate was about 200ft from the bridge. Despite their efforts the frigate collided with the bridge. Cdr Hamilton then told Mr Cooley: "I might as well say it now, I apologise."

The hearing was adjourned until today.

## Inquiry into girl killed by burst appendix

AN internal hospital inquiry started yesterday over a 17-year-old girl who died from a burst appendix after three G.P.s had failed to diagnose her condition.

One doctor believed Linda Shoobridge was suffering from a pulled stomach muscle.

But when she was finally admitted to hospital five days after becoming ill there was a four-hour wait before she was seen by a qualified doctor. An operation revealed she had a burst appendix.

Linda, an only child, was put on a life support machine at Northampton General Hospital but died when it was switched off nine days later.

At a Northampton inquest last week, Mr Michael Collett, the coroner, said Linda, of Neither Lane, Fletch, Northants, had died as the result of a medical mishap.

But the coroner added that he was concerned about the length of time it had taken for her to be examined by a qualified doctor.

The inquest was told that Linda had been examined by a woman student doctor after being admitted in July. She was unable to get the advice of the senior house officer for nearly four hours because he was in the operating theatre.

The coroner recorded a verdict of death by misadventure but Mr Reginald Shoobridge, Linda's father and a local magistrate, called for an investigation into the case.

The official internal inquiry is being carried out by a senior hospital administrator, a nursing officer and a consultant surgeon, and will last several days.

**£500 FOR RADA IN WILL OF FLORA ROBSON**

Dame Flora Robson, the actress who died in July, aged 82, left £127,574 net (£128,528 gross) in her will published yesterday.

She left £500 each to the Royal Academy of Dramatic Art, the King George's Pension Fund for Actors and Actresses and the National Council for the Single Woman and her Dependents and £100 to St Paul's Church, Covent Garden, where she desired a stone plaque to be erected at the cost of her estate.

Her theatre books and copies of plays were left to Brighton Press and Arts Centre and her bound copy of her Cambridge Festival programmes to the Mander and Mitcheson Museum, Lower Sydenham.

Her rights in published and unpublished works go to the Theatrical Ladies' Guild of Charities, Covent Garden.

## PATIENT'S £160,000 DAMAGES

A "PATIENT left with a 'permanent and irreversible' brain damage, after a hip replacement operation went wrong, won £160,000 damages in the High Court yesterday."

Although RICHARD CHALCRAFT is still able to do most everyday things, like dressing and undressing himself, he is "unwilling to try because he has lost all motivation to do anything for himself," his counsel, Mr Colin Pawcett, QC, told Mr Justice MICHAEL DAVIES.

He had given up his job as a leading mechanic with the AA and when left alone at home by his family will stay in bed and do nothing.

### Heart attack

Mr Chalcraft, 47, had the operation at the Surrey County Hospital, Guildford, in March, 1980. During it, he had a heart attack and before he could be resuscitated, his brain suffered oxygen starvation.

The father of two is cared for by his family at their home in Stone Pit Close, Godalming, Surrey.

Mr Robert Weas, counsel for the South West Surrey Health Authority, responsible for the hospital, added: "The authority regrets what happened and wishes to express its sympathy for Mr Chalcraft and his family."

The agreed damages and costs of the action are to be paid by the authority, which denied liability.

## TEACHERS URGED TO STRIKE

By Our Education Staff  
Up to 750,000 Scottish schoolchildren may be sent home today if their teachers answer a union call for a one-day strike.

The Educational Institute of Scotland, the main Scottish teachers' union, is advising its 41,000 members to abandon classrooms in pursuit of an independent pay review for Scottish teachers.

### 80 ROLLS JOBS

Eighty jobs are to be created at Rolls-Royce at Raynesway, Derbyshire, to work on the design and production of nuclear power plants for submarines. Most of the posts are for engineers.

**What is happening to your personal freedom?**  
On October 7th 1984, Scientologists and other men of goodwill gathered together in the cause of establishing religious freedom and personal liberties for man. They formed an international association and adopted the following Pledge as a statement of intention towards bringing about continued survival of mankind:

## PLEDGE TO MANKIND

Time and again, throughout the troubled history of civilisation on this planet, new ideas, new religions and constructive thought have met with violent opposition. Such attacks come from those who would preserve the status quo and particularly from those who seek to preserve and enhance their position through the domination, subjugation and even destruction of others. For this reason new religions have been born in blood at the cost of great sacrifice and suffering by adherents. It is only through a unity of purpose and unswerving commitment by a dedicated group that new ideas and new religions survive and expand.

Scientology® has been in existence now for some thirty-four years. During that time it has suffered all manner of attacks from the forces of oppression in various countries. Yet Scientology has survived and expanded because of the dedication of its members and because it is a force for goodness and freedom which is easily recognised by men of goodwill; despite the vicious lies which are spawned by those who would enslave mankind and which are carried by the media.

Scientology is experiencing the greatest expansion and prosperity in its history. International in scope, Scientology each week frees more people from the debilitating effects of drugs, ignorance and other sources of aberration and moves them on the path to greater awareness, self-respect and dignity than all other groups combined.

Yet as we have learned in our thirty-four years, whenever we expand, we are attacked, commensurate with that expansion. And today is no exception.

In the United States, which was once thought to be a haven of religious liberty, we are the targets of unprincipled attacks in the court system by those who would line their pockets from our hard won coffers. Bigots in all branches of government, fearing the success of Scientology, are bent on our destruction through taxation and repressive legislation.

We have been subjected to illegal heresy trials in two countries before prejudiced and malinformed judges who are not qualified or inclined to perceive the truth.

In Canada and Germany, our Churches have been subjected to vicious raids reminiscent of the historical genocide attacks on religions that took place in "less informed" times and societies.

The news media chooses to ignore the good works and miraculous successes of Scientology and instead seeks to poison public opinion through vilification of the religion and its Founder.

The detractors of Scientology know full well that it is a proven, effective and workable system for freeing mankind from spiritual bondage. That is why they attack. They fear that they will somehow be threatened by a society which is more ethical, productive and humane through the influence of Scientology and Scientologists. Thus when we expand, to that degree we are attacked.

Up to this day, the responsibility for defending Scientology has been on the shoulders of a desperate few. And so it will continue in large measure.

Yet, in order to continue the quest for a new civilisation where honest men have rights and freedoms abound, the assistance and dedication of each and every Scientologist and other men of goodwill is essential. The road may be difficult and may get worse due to the rapid decline of civilisation and erosion of personal liberties at this time. But united in purpose and dedication, we shall prevail for the benefit of all mankind.

We pledge ourselves, without reservation or any thought of personal comfort or safety, to achieving the aims of Scientology: "A civilisation without insanity, without criminals, and without war, where the able can prosper and honest beings can have rights, and where Man is free to rise to greater heights".

We invite Scientologists and other well-intentioned people everywhere to join us in this pledge.

To date, thousands of men and women of goodwill from over 50 countries on 5 continents have joined in this purpose and signed the Pledge to Mankind.

If you care about your personal freedom and if you would like more information on how you can contribute, contact: Michael Garside, or International Association of Scientologists

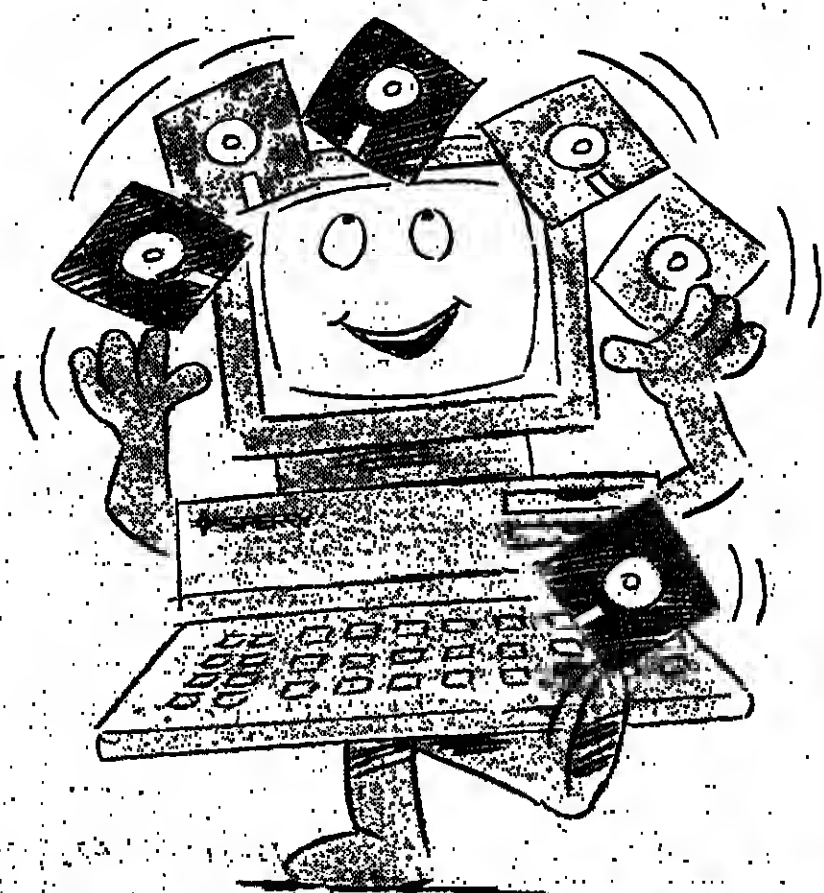
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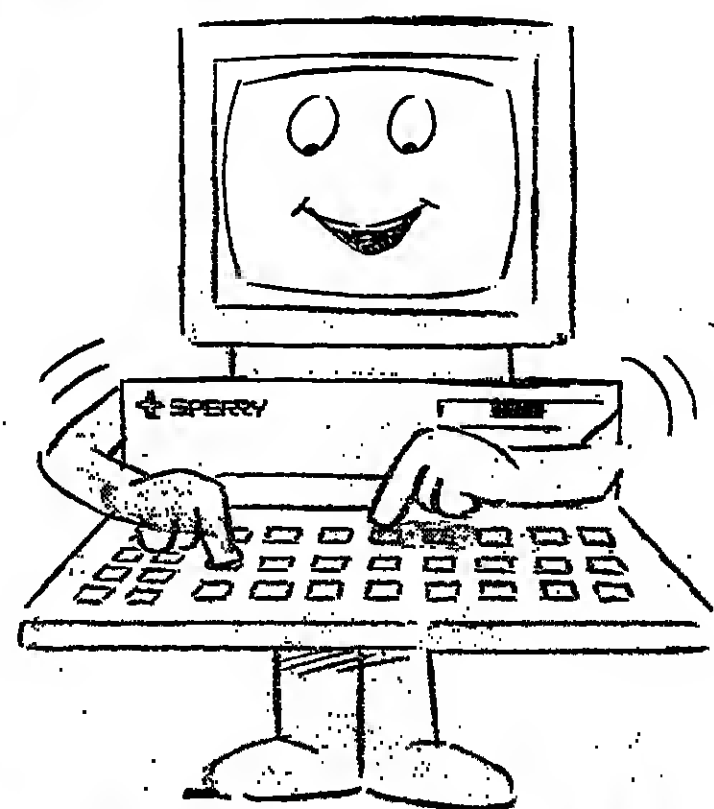
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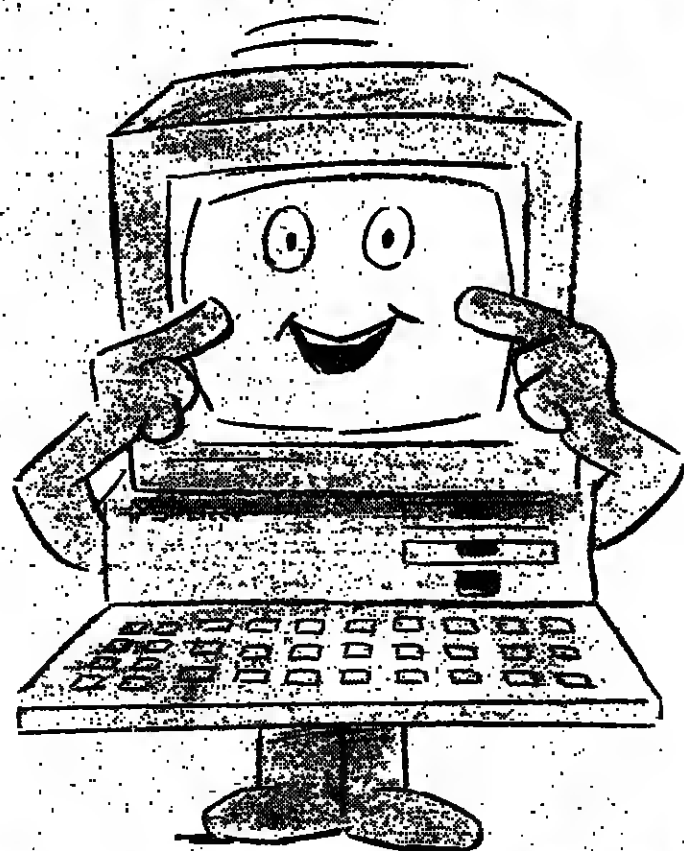
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should have been  
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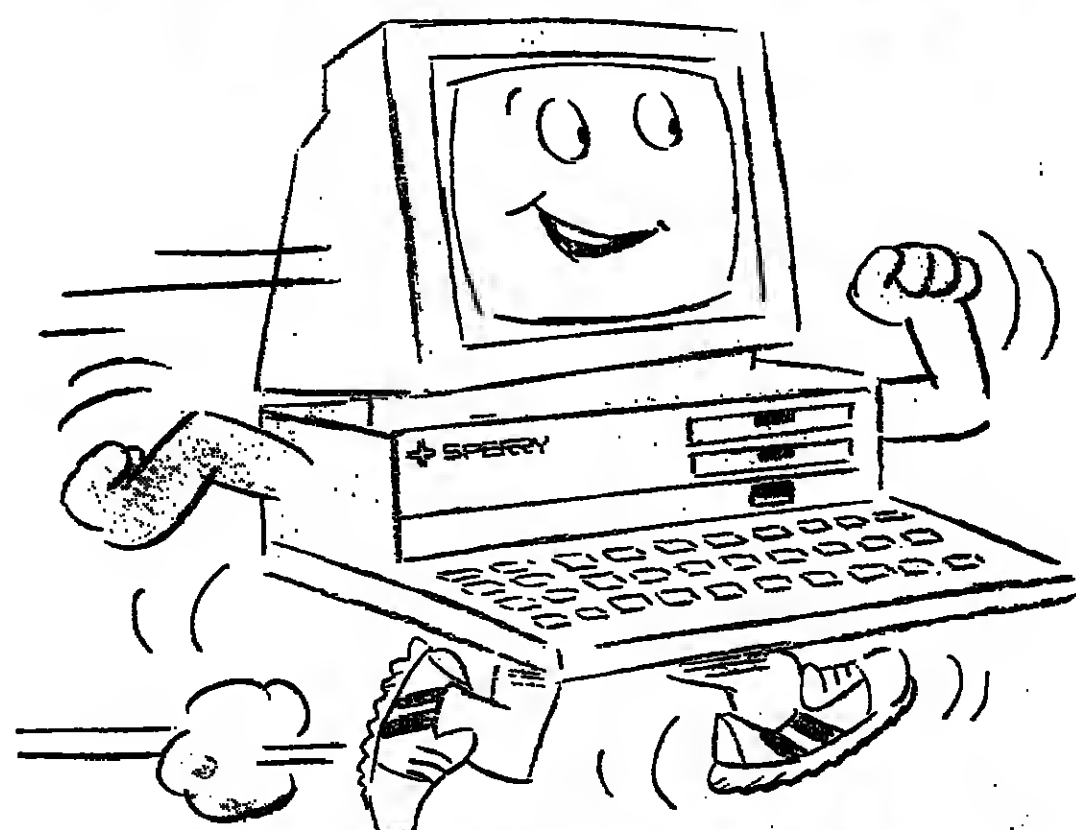
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## BA REFLECTS 'SPIRIT OF CHANGE' WITH £42m NEW LOOK

By Air Cdre G. S. COOPER Air Correspondent

**BRITISH AIRWAYS** unveiled a new style at Heathrow yesterday for introduction over the next two years at a cost of £42 million.

The corporate identity, created by Landor Associates, an American design firm well known for its work on cigarette packets, is based on three colours: pearl grey, midnight blue and brilliant red, and features the British Airways coat of arms and its motto: "To Fly, To Serve."

Representatives of British design trade magazines, angered by BA's decision to ask the San Francisco company to revitalise the national flag carrier's image, immediately condemned the design as "mediocre".

It was not worth the £22 million reputed to have been spent on the contract, and an insult to modern British talent, they said.

But Mr Colin Marshall, BA's chief executive, said: "Our new look combines the spirit of change within the airline with the best traditions of the past."

British Airways has changed dramatically. We are ensuring that the airline's future shareholders will

unlike the stripe on a guard's trousers.

The new look will also be extended into aircraft cabins, which will be refurnished in shades of grey and midnight blue, with highlights of red and silver, to provide a more stylish interior design.

Mr Jim Harris, BA's director of marketing, said the old livery, designed 10 years ago at the time of the BOAC and BEA merger, was becoming outdated, and reflected the "brash, bright look of the late 1960s."

"That is not to say that it was a bad design. It was an excellent design, but not matter how good the original concept, times, fashion and tastes change," he added.

Lord King, BA's chairman, said people in 17 years time might well call the Landor image a phantasmagoric design, but he was quietly confident now the new look would be a success.

### Technical expertise

The design brief given to Landor, in consultation with Chester Jones, a British design company, was to produce a distinctive corporate identity that would make British Airways stand out from all other airlines, and reflect the carrier's customer orientation in terms of colour and warmth.

It had also to be professional and precise, reflecting BA's technical expertise and portraying the airline's pride in origin as the British national flag carrier.

Again this yardstick, many design proposals were tested. Surveys were carried out in 10 countries around the world. The response was overwhelmingly in favour of the new colour design.

But a different colour scheme will have to be chosen for Concorde, which has to be predominantly white for skin-cooling purposes. A new super-sonic livery for the airline's flagship will be unveiled in the spring.

acquire a profitable, efficient, dynamic airline with unlimited potential.

"The time has now come to give our airline a new distinctive look."

### Tail fins

Aircraft tail fins will retain the quartered Union flag, but at the top of the fin, against a midnight blue, in place of the current red background, will be the airline's coat of arms.

British Airways' in a new-style typeface appears on the upper half of the fuselage in midnight blue against a pearl-grey background. The lower half of the fuselage, along with the engine nacelles, is also painted blue, giving the aircraft a sombre appearance.

Set against the blue, however, there is a distinctive red "speedwing" line running the full length of the fuselage, not



Taking off—a British Airways jumbojet "flying" the airline's new livery at Heathrow yesterday.

## Life for rapist in town of fear

A RAPIST who terrorised a town for three months was jailed for life yesterday.

VINCENT EVANS, 27, raped one housewife and attacked three more women in their homes in Newport, Gwent.

Mr Justice MASS-JONES told him: "The town of Newport was virtually under siege for three months while you committed these appalling offences."

"The sheer audacity of your offences and your seeming disregard for the risks involved caused the public and the police to regard you as a dangerous man and they were right to do so."

Present for wife—Mr Crowther, QC, prosecuting at Cardiff Crown Court, said that after raping his first victim Evans stole money from her home so he could buy his

wife a wedding anniversary present.

In the second attack, he forced a woman to undress at knife point after entering her home, and then attempted to rape her.

The child of his third victim was left screaming downstairs while he dragged the woman upstairs with his hands round her neck.

His final attack was on a woman ironing in her back garden wearing a bikini. She managed to fight him off.

Mr Crowther said that nearly 7,000 men were interviewed in a massive police operation was caught in a routine inquiry when his blood group was found to match the attacker's.

Evans, a father of two, of Stamford Court, Newport, admitted rape, and one charge each of attempted rape, indecent assault and common assault.

He told police: "After the first attack I felt physically and mentally sick, but I hope the lady can find it in her heart to forgive me."

"I hope one day I can live with my wife to whom I owe everything."

But Mr MORRIS STAPPEL, QC, defending, said Evans and his wife had separated.

CHARGE DROPPED IN MURDER CASE

Conspiracy to murder charges against a former public house landlord were dropped yesterday by police investigating the body in the docks murder of Mark Tindell, 22, a British Rail steward.

Edith Wilt, 43, of Hambury Road, Knowle, Bristol, had charges against him dropped at the City Magistrates' court, on advice of the Director of Public Prosecutions.

## Defence Ministers say 'Europe is pulling its weight'

By Maj. Gen. EDWARD FURSDON  
Defence Correspondent

THE European Defence Ministers, whose Euro-group meeting ended in Brussels yesterday, are determined to ensure the European contribution to the common defence within Nato remains "strong, cohesive and well-recognised on both sides of the Atlantic."

It was the last meeting under the chairmanship of Mr Heseltine, Defence Secretary.

One of his Defence Ministry colleagues, paying tribute to his year of office, said: "Mr Heseltine has revitalised Europe."

It is illustrative of the Europeans' continuing efforts to carry their share of the burden of common defence in the Alliance that their standing forces now number three million and their total, including reserves, is seven million.

Their defence expenditure average has expanded over the past decade and more than 2 per cent annually in real terms. But, as Mr Heseltine said, "One can always do better."

In 1985 the Eurogroup members' land forces will gain 740 new main battle tanks, more than 600 other armoured vehicles and 140 heavy and field artillery pieces.

In the anti-armour field, there will be 850 new guns, 500 missile launchers, and 8,000 disposable rocket launchers.

The air forces will gain nearly 300 advanced combat aircraft together with tanker and airborne early-warning aircraft.

Vital message

The navies are to introduce into service one aircraft carrier, one submarine, five escorts and destroyers, 13 mine-warfare vessels and some 50 maritime aircraft.

All the Services are also introducing more modern fire-control systems, electronic counter-measures, radars and surveillance devices.

The meeting spent some time deciding how best to get this vital European message across to those in America who feel Europe is not pulling its weight and who may, as a result, introduce adverse resolutions or amendments in Congress aimed at reducing the American contribution to Europe's defence.

The Ministers reaffirmed their unequivocal support for the complementary pursuit of deterrence and arms control, and for Nato's strategy of flexible response and forward defence.

They nevertheless sought a stable balance of lower force levels commensurate with security and in pursuit of their goal of equitable and verifiable arms control, welcomed the resumption of the new American-Soviet negotiations in January in Geneva.

In the absence of any negotiated arms-control agreement, however, they stressed the importance of continuing with Nato's 1979 modernisation plan for the deployment of the intermediate nuclear forces of Pershing IIs and cruise missiles.

These were Europe's respect-able record in the Alliance: cor-rected deficiencies to main-tain credibility of forces and strategy; importance of "outer- area" defence as well as the area; and arms control.

Mr Luce said Europe should make clear to its own public and to its American friends that its contribution to the Alliance and Western defence was at a very high level.

The pursuit of a constructive relationship with the Soviet Union and Eastern Europe was one of the non-military aspects of security, and he welcomed the fact that Mr Gorbachev had accepted an invitation to London this month and that Mr Gromyko, Foreign Secretary, would follow next year.

His speech was warmly welcomed by members of the WEU Assembly as evidence of Britain's newly-serious attitude towards the organisation.

## NEW ACTIVE ROLE BY BRITAIN

By MICHAEL FIELD  
in Paris

BRITAIN was now playing an active role in creating a "vigorous and vibrant future for the Western European Union," Mr

Richard Luce, Minister of State at the Foreign Office, told the Union's Assembly in Paris yesterday.

"We are giving a new start to the WEU and at the same time there are new hopes of a dialogue between super-powers with talks between Mr Shultz and Mr Gromyko in Geneva next month, he said."

Mr Luce reaffirmed Mrs Thatcher's qualified support for strengthening the "European pillar of the Atlantic arch" but not attempting to substitute for it.

"We want to provide the most effective possible support to the American guarantee which is fundamental to our security," he said.

Four points were particularly important in improving European co-operation, weapons production and foreign policy, and European defence co-operation, explaining to the people of Europe the need for proper European defence cooperation.

Gorbachev visit

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## Navy warships built up to a year quicker

By DESMOND WETTERN Naval Correspondent

THE Navy's latest warships are being built by up to almost a year quicker than earlier ships of their class.

At Swan Hunter's shipyard on the Tyne, where British Shipbuilders plan to make 2,100 workers out of 7,350 redundant by next February, the new 4,100-ton frigates Sheffield and Coventry are expected to be completed in four-and-a-half years.

The new ships, ordered exactly two years ago as replacements for the two destroyers of the same name sunk in the Falklands conflict, are due to join the Fleet in summer and autumn 1987, work on them having started on the slipways in March this year.

The quicker delivery times will mean a saving in costs of as much as 10 per cent, or

around £15 million on the price of each ship.

Following implementation of the "modified working practices agreement" last year, previous restrictive practices in the shipyard have now ended.

Working parties made up of men in several skills such as welders, electricians and plumbers are now employed on each ship with each man able to do some of the work of the others, if needed.

The time needed to fabricate hull plating, piping and other components has been reduced partly as a result of the introduction of increasing numbers of computers both to control machinery and to aid design work. In some instances time savings of 20 per cent are being achieved.

Cuts in building times are also anticipated with the Type 23 frigates—the first of which is to be built by Yarrow on the Clyde—with the introduction of thicker hull plating.

The quicker delivery times will mean a saving in costs of as much as 10 per cent, or

around £15 million on the price of each ship.

Following implementation of the "modified working practices agreement" last year, previous restrictive practices in the shipyard have now ended.

In 1978, Olivetti introduced the world's first electronic typewriter.

Its success has been both spectacular and continuous. So much so that sales of Olivetti electronic typewriters have now reached 1,650,000.

The present range features different models to meet different needs. Each is capable of up-grading to a word processing system and of being integrated into advanced office automation environments.

Many other manufacturers: European,

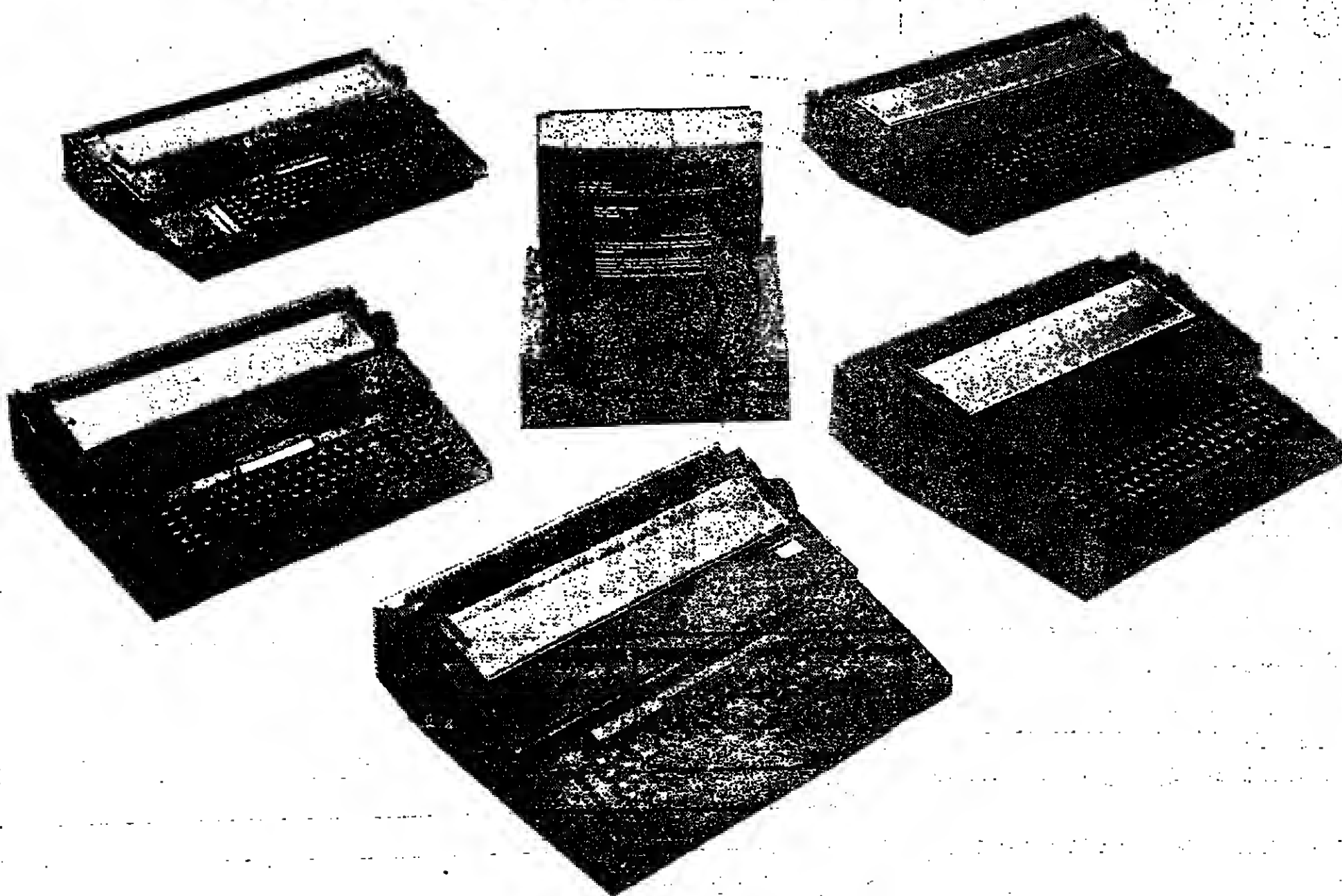
Japanese and American have acknowledged that the Olivetti range of electronic typewriters has set a standard worthy of imitation. Yet none has been able to equal it.

Today the most widely sold electronic typewriter is an Olivetti.

Even the most recent announcements introducing other electronic typewriters have proved that Olivetti chose the best solution from the very start.

Also confirmed is Olivetti's reputation as the leader in office systems.

## WHY THE FIRST ELECTRONIC TYPEWRITER KEEPS ON BEING THE BEST.



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# WHO PATRICK JENKIN PLANS TO PUT IN THE PLACE OF LONDON'S DEMOCRATICALLY ELECTED COUNCILLORS.



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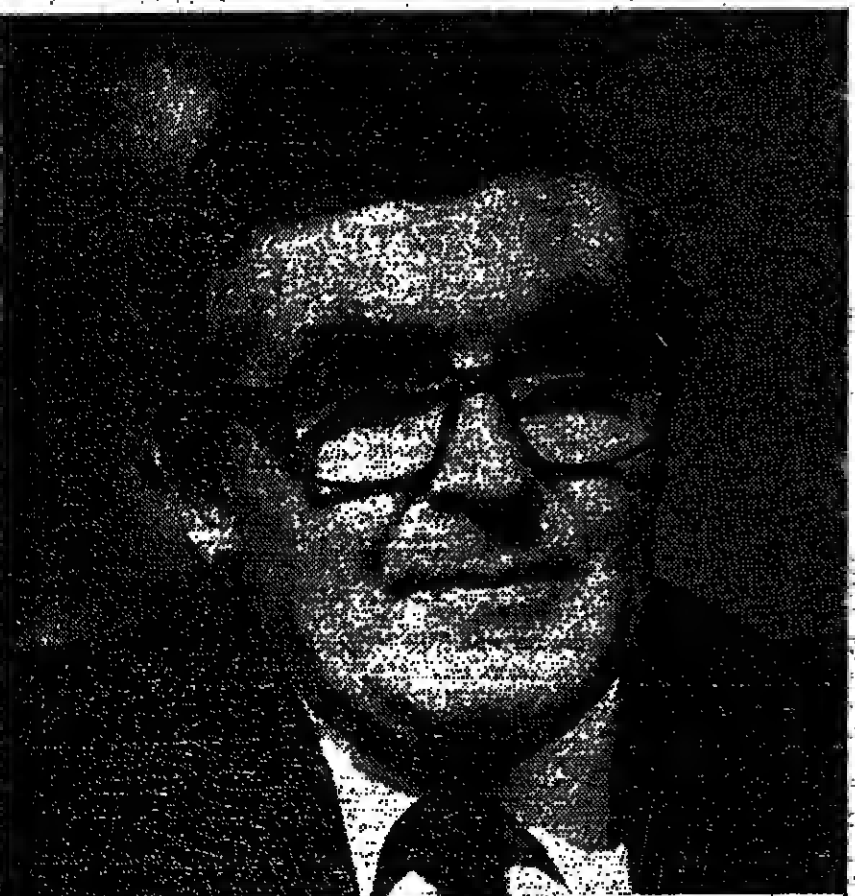
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HEAD OF WASTE DISPOSAL.



HEAD OF GRANTS TO VOLUNTARY GROUPS.



HEAD OF FLOODING AND LAND DRAINAGE.

In the Abolition Bill, Patrick Jenkin states quite clearly who he's appointing to run London if the GLC goes.

Himself.

It gives him direct control over all the Whitehall committees and joint boards which would take over the majority of the GLC's functions.

A free hand to do whatever he wants to do whether anyone else likes it or not.

And that's not all. It also gives him the power to change the

details of the Bill itself after it's been approved by Parliament.

It's an extraordinary precedent.

One which not only denies all Londoners their say, but also denies Parliament its rightful role in the process by which Government policies are implemented.

Right from the start, the Government has made it clear it isn't going to let the people of London decide how London's run.

Now it seems it isn't going to let the Houses of Parliament decide either.

**SAY NO TO NO SAY.**







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The place: The Allianz Technology Centre, Germany.

The date: June 4th, 1984.

The objective: an independent crash test to ascertain the safety of the Volkswagen Transporter.

The means: a concrete wall.

The method: catapulting the vehicle into said wall at 37km/h.

The result: repairable at reasonable cost.

Indeed, it afforded, as the report was at pains to point out, 'excellent passenger safety equal to that of a car.'

Write to us at the address below (or telephone) and we'll send you the full report.

It's all the proof you need that we don't just build a truck. We build a Volkswagen.



**If you're going to argue  
with a concrete wall at 37km/h,  
we suggest you do it from  
a position of strength.**

**Transporter.** 



JOHN LANGLEY



THEY won't be putting out any flags at Ford for the results of the Car of the Year contest. Ford did not have a contender this time, and the car they least wanted to win—the Vauxhall Astra—has taken the title for 1985.

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General Motors. This lower-medium size car market is becoming increasingly important as there have

been signs of motorists drifting away from the traditional middle-range, Vauxhall front-wheel drive Cavalier. The new Ford gave Ford a nasty shock in the battle with the Sierra and the GM people are now hoping to repeat the treatment with the new Astra.

Ironically, there is more than one Sierra.

styling at the front of the latest Astras, while the rear treatment reminds me of the Alfa Romeo AlfaSud. A couple of existing owners told me they preferred the styling of their original Astras but most were impressed by the new shape.

Whether you like its looks or not, the shape is certainly

The fuel-injected engine always started instantly and was smooth and docile. Handling was safe and responsive, and the GTE responds well in fast driving, without excessive roll or understeer. It's a quarter of a century old, but the model's flush fitting windows have cut the wind noise and road noise is also less intru-

efficient. The top of the range GTB I have been testing has the lowest drag factor in its class, and this is claimed to be largely responsible for the improvement in top speed — up from 116 mph to 126 mph. Power output from the 1.8 litre fuel-injected engine is unchanged, at 115 bhp.

When I took the car on the Continent, I was surprised and impressed by the ease with which it ran up to an indicated 127 m.p.h. I had expected that extra 10 m.p.h. to be a long-drawn-out affair but it wasn't, and easily put the sporting Astra at the top of the class.

One reason for the improved steering wheel has a tilting adjustment, and another convenient touch is the delayed cut-off on the courtesy lighting. It all seems reasonable value at £7,344.

The rest of the new Astra range comprises three- and five-door hatchbacks and estates, with

top end performance is a reduction in the overall gearing together with closer spacing in the intermediate gears. Fifth gear, giving 39.7 mph per 1000 rpm, is now a genuine driving gear, whereas on the original model, maximum speed was reached in fourth. Such a relatively high maximum

may be of academic interest doing its best to catch up.

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7. The driver's marital status.

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11. The driver's family life.

12. The driver's financial situation.

13. The driver's religious beliefs.

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15. The driver's hobbies.

16. The driver's interests.

17. The driver's habits.

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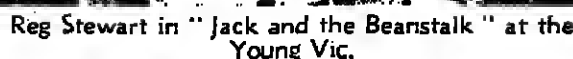
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<p><b>INDONESIA -          PERSONNEL MANAGER</b></p>	<p>For candidate, male or          female, preferably mid-50's, will          possess potential talent as a          sound manager and leader, with          a good communicator and low          cost.</p>	<p>For candidate, male or          female, preferably mid-50's, will          possess potential talent as a          sound manager and leader, with          a good communicator and low          cost.</p>	<p>ENAs are required          follow-up system          train contracts</p>

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## THEATRE / Jack goes country

But the company, who have to return youngsters to their seats when they wander on stage, include the likeable Gareth Kirklaod as Jack, Jov Richardson as his ever-smiling black playmate, and the admirable Cleo Sylvestre (with little to do) as the good fairy. At a matinee, under-eight children lapped it up, but one discriminating nine-year-old rated it merely as quite okay.



## John Barber

## ART / Frederico Zaccaro

## Italians' talent to disturb

**DARIO FO** and **Franca Rame** must be Italy's most gifted couple. While he devises internationally successful satirical farces—like "Trumpets and Raspberries"—now at the Phoenix—his wife tours Europe performing monologues, written by them both, about the splendours and miseries of being a woman.

Two are being performed at the Soho Poly, Oxford Circus, by handsome young Christine Edmonds, an actress of quiet humour, natural warmth and a disturbing ability (in my case,

"The Mother" confronts us with an articulate, educated, middle-class woman who tries to convey her state of mind on

## ROCK / Elvis Costello

earning that her 24-year-old

where Cosello's habitual gorse  
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to be tempered in a direct  
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ions with Burnett and then  
stellio alone for the boring  
klands dirge "Shiphulding."

## Charles Clover

## Art Galleries

[illegible]

**MUSIC / Oslo Philharmonic, Yansons**

## Robert Henderson

London Festival  
Orchestra

Only in David Ward's Variations for Cello and Orchestra, here receiving its first performance, did a conductor, Edwin Roxburgh, mount a podium. This short piece, spanning a quarter of an hour or so, was apparently inspired by Mr. Pople's playing of Tchaikovsky's "Nocturnal" variations. "The cello," Tchaikovsky writes, it does not throw the cello continually into the limelight but allows the orchestral soloists to enjoy some of the action: there is a lyrical trumpet variation, for instance, with pizzicato cello accompaniment and orchestral sketches in which the cello is silent.

Geoffrey Norris

### Circus at Clapham

**By Our Arts Staff**

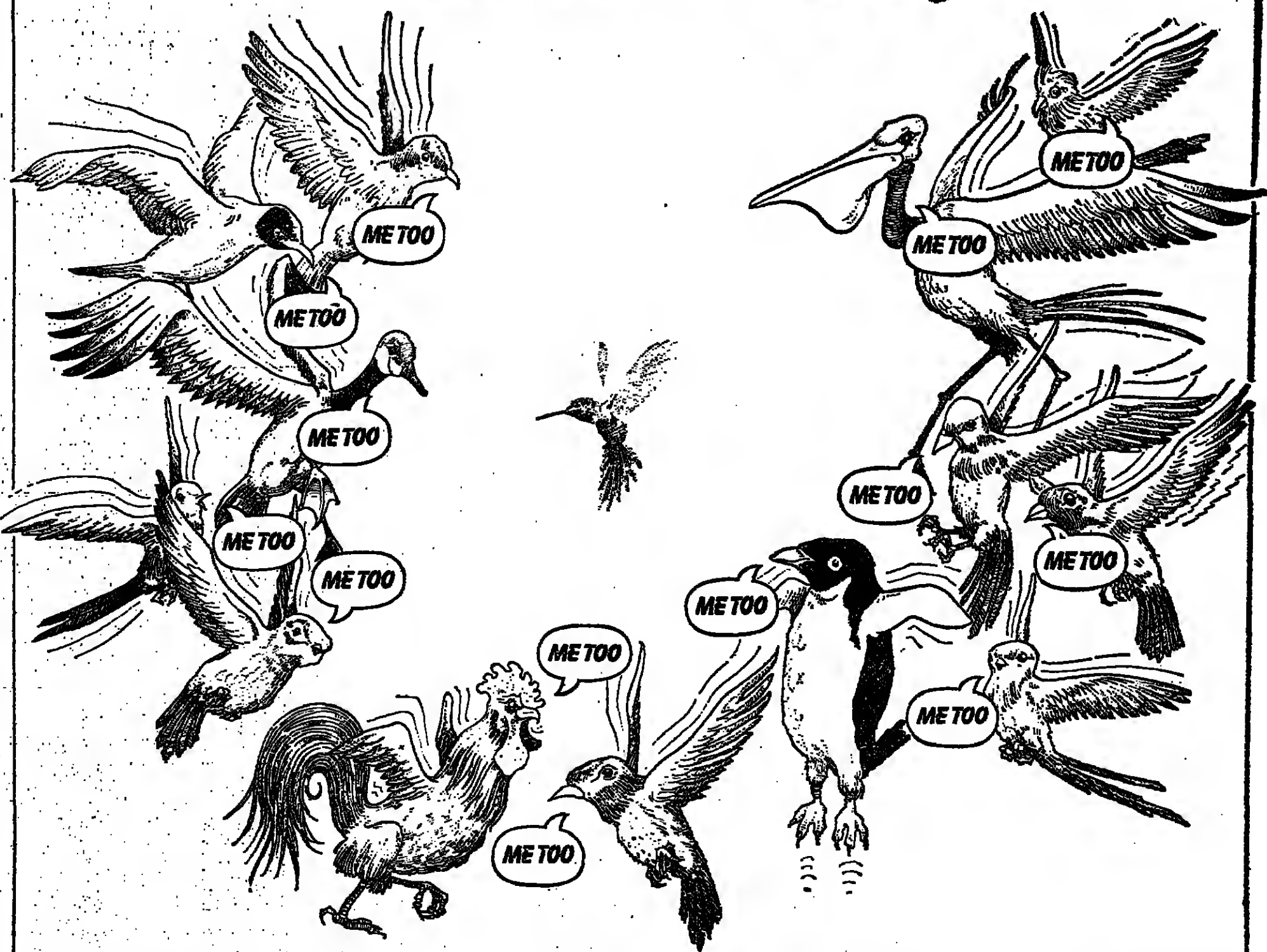
The "Gerry Cottle Circus Cabaret Extravaganza," which pitches its big top on Clapham Common on December 22, for three weeks, claims to be the biggest circus to visit the capital since Bertram Mills in 1965.

In place of animal acts, banned in London, there will be a mixture of traditional circus fare, modern fringe cabaret and, as sideshows, steam and fun fairs.

Likewise in Marcello's D minor Oboe Concerto. Here the lead was taken by the orchestra's principal oboe, John Anderson, in a performance


understand the performance

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
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# FRESH FOR THE CHRISTMAS PARTY, THE FASHION THAT BEGAN IN THE BEDROOM

By ANN CHUBB



Left: white satin pyjamas to party in, £24.99, from Miss Selfridge, Duke Street, London W1; black and white striped satin dressing gown £21.99, from selected Miss Selfridge branches; ruby and diamond necklace from Mappin and Webb. Right: champagne silk satin nightgown, a thirty-style evening dress; in other colours too, sizes small, medium, large and extra large, £111.95 from Bradleys, 83 to 85 Kensington Bridge, London SW1; diamond-studded gold collar and matching bracelet from Mappin and Webb. Far right: dressing gown, as evening coat, in gold brocade with black satin collar and cuffs, £37.99, sizes 10 to 14, from Warehouse selected branches; gold-link necklace studded with diamonds from David Thomas, 65 Piccadilly Road, London SW1.

Pictures by KENNETH MASON



The dramatic choker of diamonds, pearls and multi-coloured sapphires with matching bracelet and ring that will be part of the dazzling display of diamonds from Mappin and Webb on show at Gleneagles in Scotland next weekend. Great big nightgown dress of pale blue brocade £29.99, in sizes 10 to 14, also in pink and aqua, by Manix from Top Shop, Oxford Circus, London W1, and Way In, Harrods, London SW1.



## STEPPING OUT: THE LINGERIE LOOK



**NEWEST** party clothes this Christmas could have stepped straight out of the bedroom and they often have, for many directly derive from the lingerie look. For instance, one of the hottest fashions this winter is based on a great big nightshirt shape complete with tails, while the newest evening wrap is inspired by a man's dressing gown and most probably tops a sleek satin pyjama suit.

Months ago, clever fashion buffs began raiding the menswear departments for exotic Paisley and brocade dressing gowns, and sensuous silk pyjamas to wear, complete with dazzling jewellery, out on the town. Now the fashion is in full flood. Dressing-gowns, pyjamas and nightshirts designed for evening wear in exotic silks, satins and brocades are arriving at the chainstores at such irresistible prices that they are worth snapping up with a dual purpose in mind: wear them now as lun partywear, then later they can continue life as luxurious nightwear.

Take Warehouse's beautiful brocade dressing-gowns with their wide, padded shoulders and shawl collars and cuffs of satin: they will do duty as glamorous dressing-gowns after the party season.

As for Miss Selfridge's super satin pyjama suit, this is the outfit I would be happy to wear all Christmas long.

But most luxurious of all is the pure silk satin nightgown from Bradleys. Exquisitely cut on the bias for a pure Thirties look, it is so toned into the mood of the moment that it could be worn as an evening dress.

The exotic setting for our party-style lingerie is the Country Club of luxurious Gleneagles Hotel in Scotland, recently refurbished to its original Twenties style.

This weekend the club will be celebrating its diamond jubilee with a special Diamond Weekend and a display of diamonds from Mappin and Webb and De Beers that cleverly complements the £4 million spent on refurbishing.

## EXIT THE GENTLE BIG STORE BOSS



Alec Craddock: the last gentleman of the retail trade.

**THE** listening boss is just about as much a phenomenon as the listening bank, and Harrods' 4,000 employees are due a nod of sympathy today: they've just lost their boss.

Alec Craddock, managing director of Harrods over the past four years, and widely respected as the last gentleman in the retail trade, has just left for his beloved golf course and the trips to France he so loves.

Tall and gentle, quick to deprecate his own abilities, he always dread every new job — "I'm sure they'll find out I cannot do it," Craddock sprang into the nation's consciousness at the time of the Harrods

By **Serena Sinclair**

IRA bomb, when he so quickly rallied staff and supporters to pull the store together again and to comfort the injured.

But some of us have known for years that people are his chief concern. Far from the computerised world of today's store chains, Craddock loves the verve of individual decision, finds the work of a young fledgling buyer one of the most exciting things in life.

"You've got to dare — you've got to have panache. You cannot relate every decision in retailing to a committee or to a

computer. I love our training scheme here: we come up with real individuals, lively people who make the store hum."

Cheese was his first love and his first assignment at Harrods and he cannot remember which came first: his love of cheese or his love of Normandy. He and Mrs Craddock frequently potter about that part of France, re-living his early buying trips when, as Harrods' cheese buyer just after ration coupons came off, he scoured the farms searching for unusual cheeses there. He was the one who discovered Bresse Bleu for Harrods; it is now his favourite.

One of his dreams as he

clears his desk now is to potter with absolutely no deadlines, find a village they both love and simply settle in for a fortnight or so.

"I haven't had a fortnight's holiday for three years — this Lomrho drama has kept me in and out of boardrooms. While I feel it was a necessary fight, I do rather begrudge the time it took me away from the floor, from calling on staff and hearing of their problems. I love to help. That's what life is all about."

Among Craddock's many triumphs and innovations during his past four years as managing director and chairman has been the rabbit-like multiplying of the gift and souvenir items

bearing Harrods' logo: in the famous moss green and gold colouring. From plasticised aprons to marmalade and cigarettes... the list stretches from here to Kuwait.

"I want us to become as well known overseas as we are at home and I think we're making it. Do you realise half our sales now are to overseas visitors? We've swung from the great Arah avalanche of the mid-Seventies to a terrific custom now from American tourists. We have mini-Harrods now in Japan and in Copenhagen and are just about to open one inside a top New England store."

World-wide is the Harrods empire; world-wide are Craddock's own professional friendships. He particularly salutes, on the American scene, the great up-marketing job done at Macy's, the merchandising verve of Bloomingdale's, the chic of Bergdorf's and Neiman-Marcus. In the Far East he is staggered by the fine selling techniques and display of the Tokyo department stores.

"We all learn from one another. Quite a few things we've done in Harrods have stemmed from the cross-fertilisation." Far from the despair, born in the Seventies, and born of the great upsurge of boutiques, Craddock now feels department stores have an enormous role to play in sheer shopping excitement. "We must keep people entertained and tempt imaginatively. But no, I don't think all department stores will survive this decade in Britain. Sometimes I shudder as I enter their fashion departments."

Speaking of fashion, Mr Craddock found himself almost terrified of it as he mounted the ladder from provisions boss to general manager. Now he loves it, and the store shows his enthusiasm, but I still feel it unfair that he has never yet tackled the storm and stress, the push and shove and ankle-deep Tulleries mud, of covering the big Paris ready-to-wear collections, held twice yearly in tents.

"Amazing how I have escaped all that," he smiles. "But since I remain as chairman, perhaps this is next on my agenda. Wish me luck!"

## A PATTERN FROM THE PAST

**THREE** years ago, in Wells, Next-The-Sea, a small town on Norfolk's north coast, a lady brought an old photograph of the Wells Lifeboat crew into the Clister Wool Shop, run by Brian and Jeanette Findall, in order to find out more about the photograph. Brian took it to the present Lifeboat mechanic, Graham Walker, who is compiling a history of Wells Lifeboat.

The photograph was dated around 1920. Brian noticed that the majority of men wore similarly patterned jerseys ("ganseys"), so he decided to find out more about this. Traditionally, each community once possessed its own pattern of knitted jersey.

On close inspection, it was revealed that some men were wearing a pattern of sweater which historians thought had been manufactured by a firm which supplied local chandlers during the period. This pattern of jersey is now sold

By **Carla Phillips**

In the area, as a "Cromer" design, generally.

But closer scrutiny of the photograph showed that several of the jumpers had been hand-knitted to a slightly different pattern, one which could not be reproduced by machines.

To reproduce the pattern of the hand-knitted jumper, the original photograph was enlarged as much as possible. First, Brian studied the pattern, trying faithfully to reproduce the rows of cables and zig-zags across the chest.

An expert knitter made up a sample square of this pattern and, using his knowledge of traditional guernsey construction, this was incorporated into a standard knitting pattern. Finally, the pattern was transposed into different sizes.

This was more difficult than it looked because the yoke

pattern "decreased" in 3 in 4. (Most of the original "ganseys" were knitted in 4-ply yarns, and had the original, fine, plied yarn been available, it would have been an easier task.)

Two or three sample garments were knitted up by different people, in order to get an idea of whether tension and pattern were correct. This labour of love and research took Brian over 80 hours to finish.

The satisfaction of having traced and recreated a truly local pattern has been well worth it. Brian and Jeanette are now selling the original Wells gansey, that is the knitting pattern and the wool in a kit, from his shop, from each kit sold, £1 goes to the Wells Lifeboat.

The kit starts at £23.50 for size 24 in chest. Send a stamped, addressed envelope for details to B. and J. Findall, Clister Wool Shop, Station Street, Wells-Next-The-Sea, Norfolk.

## BETTER TO BE A WOMAN

**IT** is an article of faith among some campaigning groups at present that unemployment is a bigger problem among women than among men.

This is particularly true of many London and South East-based feminist groups and the local authorities that support and finance them. It is the same thinking that decrees that any problem is aggravated by being female.

But in London at any rate, it is males who are suffering from lack of jobs. More boys than girls face problems finding work on leaving school. The figures for all age groups show the same story: unemployment figures for women being on average half those for men.

In Lambeth, the latest monthly statistics show that unemployment for women is going down, while that for men is rising.

The overall position continues to be bad: 155 vacancies on offer at Brixton job centre, for instance, with 9,544 unemployed looking for work. But division by sex reveals an interesting trend: while men's unemployment has crept up by 0.4 per cent in the past month, that for women has slid down by 1.5 per cent.

Crusaders will talk

about "hidden unemployment" and about unfulfilled women being left to struggle at home amid boredom with toddlers. The drudgery of much stay-at-home life is to be admitted; but is it actually unemployment?

Many women in that situation feel that they work very hard indeed, that the work is important and useful.

However, some campaigners believe, very deeply and passionately, that there is something inherently wasteful and distasteful about a young

By **Joanna Bogle**

mother spending the larger part of her day attending to the needs of her own offspring.

Children, it is argued, are the responsibility of the community and not of the family and it is unjust to expect individual mothers to shoulder the burden of their care and upbringing on a daily level, as is done at present.

Such a viewpoint sees a need for women to be re-educated, for it accepts that substantial numbers of them are at present uncomfortably acquiescent about their role and some even seem to enjoy it. Thus, campaigning for

change is the vital task, and is undertaken by a number of groups which venture into the women's employment debate.

It is generally Conservatives, or private firms seeking more staff, who claim that there are jobs available for skilled people or for youngsters willing to be trained: those on the Left frequently decry this as a myth or as a plea for the return of cheap labour.

But the G.I.C. has released the information because it enables promotion of a favourite project. They are urging that the jobs be given to women who are currently at home looking after small children. The Council is funding nurseries, child-care allowances and re-training schemes so that women can gain access to this field of work.

The object is to draw into the paid workforce, women who do not at present consider themselves unemployed.

I cannot be alone in my failure to see how this is going to do very much to reduce unemployment levels. But then, is that really the object? The feminist campaigners and the authorities financing them do not necessarily view unemployment—or homelessness, or other problems—as challenges to be overcome, in the way the rest of us do.

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## AFTER ACCESSION

THE EEC SUMMIT IN DUBLIN was dominated by a single question. On what precise terms should Spain and Portugal be invited to join the Common Market? It is in truth a more tractable issue than the long-running budgetary wrangle which preceded it. To a large extent the 10 member States appear to have agreed terms in respect of wine production, fishing rights and Mediterranean agriculture which can now be offered to the Spanish and Portuguese. Only the Greek Government has entered a general reservation (while accepting the specific terms) on grounds which have nothing whatever to do with principle. The Greeks are anxious that an expensive package of agricultural subsidies grandly called the Integrated Mediterranean Programme, of which they are the chief beneficiaries, should be agreed before the onset of Spanish and Portuguese competition. The intellectual eminence of the Common Market, among whom Mrs THATCHER can perhaps be numbered after her speech last week in Avignon, tend to see the issue of the accession of Spain and Portugal as representing the last storm before the dawn. Once this matter has been dealt with, it is suggested, the Common Market can forge ahead into an exciting new phase. Such rather blind optimism of course presumes that Spanish and Portuguese membership is a good thing for all parties, besides presupposing that the Community's financial problems have somehow receded for ever. Whatever good or harm membership may do to Spain and Portugal, it is almost certain that their accession will weaken such cohesion as the Community presently enjoys, besides increasing, albeit by a comparatively small amount, its budgetary burden. The EEC Summit in Dublin had passed the point of considering such fundamental issues. Only the mechanics of accession were of interest and, now that they have been finally worked out, Spanish and Portuguese membership is almost a formality. But what then? So long as agricultural subsidies continue to take up so much EEC money there can be no bright new dawn for Europe. Not even the new "budgetary disciplines" finally agreed at Dublin, which involve the setting of cash limits by EEC Finance Ministers for the more profligate Agriculture Ministers, will make very much difference. Greek dissent at Dublin is but a foretaste of squabbles about agricultural spending among Mediterranean countries. Financial problems, far from being banished, hover in the shadows.

Hovering there too is the emotive question of European union. Discussion of "institutional development" of the Community was apparently deferred for six months. It is hard not to foresee then some kind of confrontation between the representatives of the two European philosophies, of those, on the one hand, who are most jealous of their national rights and, on the other, those more willing to forfeit more of their rights in the common good. Ironically, yesterday's events have provided ammunition for the latter school. If a single member, in this case Greece, can so effectively exercise a veto on Community business, what future can there be without moving nearer to majority voting? It is a challenge the other school, which includes Mrs THATCHER, will have to answer.

## AID GOING ASTRAY

SINCE THE BEGINNING of October Western countries have given generously towards the relief of the Ethiopian famine. The public has given more than £100 million to charities. Western Governments have promised aid worth perhaps one and a half times or even twice that amount. Even the Russians have offered the loan of some helicopters and aeroplanes. But though many lives have been saved as a result, by no means all governmental aid is being spent on the purposes for which it is intended, according to Mr G. M. LLOYD, director of War on Want.

Mr GALLAGHER, whose political sympathies are said to lie on the Left of the Labour party, has just returned from Ethiopia. He says that the Marxist Government there is sleeping up expensive bombing raids in Eritrea and Tigre and denying those rebellious provinces aid, besides selling food aid intended for victims of famine. He claims to have witnessed an example of a large-scale misappropriation of aid. Mr Lloyd's point is not that people should stop giving aid, but that charities are able to administer their own funds but that Governments should try to ensure that their aid goes where they intend it to. He believes that some sort of international commission might help them to achieve this.

Mr GALLAGHER is obviously not opposed to aid in principle. His reservations concern the present case of Ethiopia. Even so, he has reportedly been accused by a number of charities of "robbing the boat." Their reasoning is presumably that as a result of his report of the actual state of affairs people may not give to charities. But the truth will set out sooner or later. Unless the specific problems described by Mr GALLAGHER are attended to, people may come to believe that famine aid is futile. In particular, though it may not be possible in persuade Col. Mengistu, the Ethiopian leader, to accept an international commission, the British Government should insist that its aid be properly directed. The Government's purpose in giving aid is surely not merely to appear virtuous in the eyes of the electorate but also to save as many lives as possible.

## ACID WISDOM

THE GOVERNMENT IS TO BE congratulated on following this newspaper's advice about what not to do about "acid rain." Britain is not to imitate those countries which plan to spend huge sums on altering power station chimneys in the hope of preventing the escape of sulphurous acid. The reasoning is straightforward. The simplistic theory that power station emissions are the major cause of acid pollution is not supported by any convincing scientific evidence. To install these devices in British power stations would have cost more than £1,500 million, forcing up electricity prices by at least 5 per cent. over the next decade. To do this without any guarantee that it would do any good would have been reckless.

It is likely that the West Germans in particular will deplore Britain's decision. Ever since the militant Green party won so many seats in the Bundestag, German politicians have tended to show a knee-jerk reaction to environmental issues. They now hold the uncompromising view that British power stations are destroying the Black Forest—whereas in truth a mixture of local pollution and natural causes are probably to blame.

KENNETH MINOGUE takes a look at two predictions of what tomorrow is likely to hold for those confident of gelling that far

## Has crystal ball gazing a future?

IN an age like ours, whoever owns the future owns the present. The tide of argument in Reaganite America and Thatcherite Britain has moved away from socialism towards the classical liberalism of the market, but it has taken the future a long time to catch up.

The future socialism needs is a potential catastrophe which can be averted only by governmental action. Thus in 1976 the Club of Rome predicted the exhaustion of the raw materials we need, and the more expertly researched "Global 2000 Report to the President" (1980) envisaged the world's population out of control, with riots and vandalism spreading through vast ungovernable cities. Both thought governments must act, urgently.

The formula for socialist futurology is simple: disaster is imminent, unless... Unilateralists have been making our flesh creep at the vision of nuclear devastation, unless we disarm. Environmentalists demand more controls to avert bigger and better threats. William Clark has recently predicted a catastrophic war between the north and the south unless the richer countries band over more cash to international development agencies.

This kind of future isn't just looking into a crystal ball. It's the future of the salesman playing upon our hopes and fears in order to sell us something. The technique is to extrapolate a few selected trends and let imagination rip. Hysteria helps.

The first really talented futurologist of this kind was Karl Marx. The "Communist Manifesto" predicted both imminent catastrophe and a glorious future. What it had to sell was the winning side and it was so convincing that a century-and-a-half later devoted followers are still to be found muttering "crisis of capitalism," like needles stuck in a groove.

Conservative futures used to be gloomy in a low key: they pictured a slow, steady decline rather than the apocalyptic imaginings of the revolutionary vision. In the past few years, however, optimistic libertarians have been taking a hard look at socialist doom-mongering and in two books published recently, have supplied a brilliantly argued counter-attack. Their message is, in effect, Trust the People and leave well enough alone.

"THE Resourceful Earth," an array of expert evidence edited by Julian L. Simon and the late Herman Kahn, destroys our anxiety which has been part of doom-mongering ever since the late Roman empire, when environmentalists like St Cyprian were complaining that the mines gave less gold and the crops were meagre. Their argument is that the world contains abundant resources to sustain modern industry.

Such a view seems like an...  
\*Published by Basil Blackwell, £14.95.

affront to common sense: surely, it would seem, there's only a finite quantity of such minerals as oil and coal and we are getting through them at an alarming rate. The short-term answer to this argument is that virtually all past predictions of imminent shortage have proved wildly wrong. The deeper argument, however, lies in the very nature of a resource.

Raw materials only become resources in relation to particular technology and as technology changes, so too will the value of resources, such as oil.

Like all libertarian optimism, this reason for hope assumes that human beings will behave rationally. People are, however, subject to unpredictable and irrational fears, especially as members of movements. One theme running through "The Resourceful Earth" is that need, the anti-nuclear lobby endangers our health. One type of argument computes risks in terms of loss of life expectancy (LLEI), which averages actual damage over the entire population. The LLEI figures indicating the risk in America if all power stations were nuclear is 40 minutes. Coal power plants have a far higher LLEI.

So, as Bernard L. Cohen, noting that all new power plants recently planned in the United States have been coal burners, argues it. Even the coal-burning plant is built instead of a nuclear plant, many hundreds of people are condemned to premature death.

Several writers in "The Resourceful Earth" are struck by the fact that, in proportion to the expectation of life and level of nutrition has vastly increased in developed countries, many people have been struck down by terminal hypochondria about diet. A. E. Harper remarks: "Somehow, since the discovery of antibiotics and the ability of modern medicine to prevent most deaths from infections, the fact of death seems to have become unacceptable to the public. Politicians and even to much of the medical profession," and he goes on to criticise the idea that "there are simple diet-related solutions for highly complex medical problems."

With Norman McCrae's "The 2024 Report: A Concise History of the Future 1974-2024" we come a little closer to the crystal ball school of futurology. McCrae's world is full of marvels. Problems fall like ninespins before the power of the computer print out. It liberates us from having to live where we work, for example. "Telecommuting" will allow us to live in Hawaii, or New Zealand, or perhaps some cheaper Third World country with a good climate, while Sidgwick and Jackson, £9.95.

## Counting the cost of Ministers' transport

THE MOST SEDUCTIVE perk enjoyed by Government Ministers — the use, around the clock, of a chauffeur-driven car — is about to be challenged in a Whitehall cost-cutting move.

The cost of running each ministerial car has now reached an extraordinary £30,000 a year. The drivers, who frequently have to wait around all day, can earn substantial sums in overtime, particularly if they work after midnight.

Now, I gather, Ministers are to be told that if they can supply their own transport at less cost they should do so. The bait will be that the greater the saving in drivers' wages the wider the Minister's choice of vehicle.

I predict a spate of lucrative contracts to minimise firms: a lot of "volunteer" drivers from the private offices, and a new generation of extremely sleek cars around Westminster.

## Yule cheer

AS THE NATION settles down to sending its Christmas cards, our political leaders seem to have been distinctly cautious in their choice of design this year.

The Prime Minister is eschewing the cover photograph used on a previous occasion showing her and Denis Thatcher standing next to a barren Christmas tree in a cold, dark room. In favour of a card bearing a picture of the Pillared Room at Number 10.

The leaders of the Alliance, David Steel and David Owen, will presumably be exchanging the same card as both are sending the House of Commons Christmas card this year—a view of the Houses of Parliament in 1889 by Walter Burgess.

The Kennocks do not send cards, but will be taking out an advertisement announcing that they are making a donation to the women's support groups helping striking miners' families.

I am, I should like to note in a letter to the editor, a little disappointed that the Prime Minister's Christmas card is not a picture of the Pillared Room in 1889, as it has been so often used in the past.

## The sky's the limit

EARTHBOUND preparations are already well advanced to greet the reappearance of Halley's Comet in our skies after an absence of 75 years.

The first-ever two year calendar has been produced by Brian Harpur, founder of the Halley's Comet Society, for a limited edition sale this week. While Harpur has arranged with British Telecom a series of "hotline" progress reports beginning next year and updated as the Comet gets closer and closer to earth.

THE DAILY TELEGRAPH will be sponsored

## LONDON DAY BY DAY

sporing a National Astronomy Week in March to mark the event, one of the highlights of which will be a performance by the band of the Royal Corps of Transport of Patrick Moore's "Halley Comet March"—a score he has donated to the Society.

## Silent winner

THE FRENCH TASTE for interminable public speeches was rudely punctured at the award ceremony for the Prix Pierre Teilhardier, the international literary competition, in Paris the other night.

The guest of honour, the American Ambassador in Paris, Evan Galbraith, showed commendable Anglo-Saxon reticence and kept his remarks brief, while the winner did not utter a single word. Horita Hiroshi from Tokyo, the first non-French speaking chef to win the prize, made only a bow of thanks.

## Sharp practice

THE Royal Air Force has gone one better than my recent item in which I reported Army headquarters in New Delhi using inch-long thorns as drawing pins and paper clips in 1944.

Three perilously pointed thorns—nearer two inches long—have been sent to me by Squadron Leader Jack Ansell and kept his remarks brief, while the winner did not utter a single word. Horita Hiroshi from Tokyo, the first non-French speaking chef to win the prize, made only a bow of thanks.

Squadron Leader Frank Williams also recounts that as a clerk in the Orderly Room, No. 17 Squadron in Khartoum between 1954-56, he regularly used thorns for office work—"and very dangerous they were too."

## Cracking up

THE NATIONAL TRUST, I learn, has now sold its 18th-century former headquarters, three adjoining houses



In need of improvement.

to Queen Anne's Gate, which were abandoned when it moved down the road last year.

The old offices, drawn for me by Geoffrey Fletcher, were used by the Trust from 1945. They have been acquired by a developer who plans to refurbish them—a difficult and costly job, says one of the property have settled.

It is surprising, however, that the Trust, which is expert at restoration, should not feel it worthwhile undertaking the task itself.

## Musical hunt

LADY WALTON, the widow of William Walton, is visiting London on a hunt to find letters, photographs and manuscripts for a museum devoted to the composer's work which she is setting up in her home on the Isle of Wight.

She hopes that the museum will be ready to open to the public by 1986. As it is his music room has been left exactly as it was when Walton finished his last score—a ballet commissioned by Sir Frederick Ashton.

Her greatest prize would be to recover the original manuscript of Beethoven's "Fidelio," which as I reported before Sir William's death last year, he had lent and dearly wanted returned. "Someone must still be holding on to it in secret," says Lady Walton. She hopes their conscience will be pricked into returning it to time for the museum's opening.

## Bollards to Chatham

MY NOTE about the old ships' guns at Chatham Dockyard being used as bollards, prompted one reader to recall the last time they were moved, as part of an experiment in 1939.

Patrick Tidy, at that time a staff sergeant instructor at the Royal School of Military Engineering at Chatham, dug them up to take part in an investigation testing the feasibility of mounting concrete pillboxes on lorries to provide a mobile defence for airfields.

The bollards were erected on lorries and driven around the airfield until complaints from local residents, unimpressed at what they took to be a primitive form of local defence using the old cannons, forced the abandonment of the experiment. Short though the test had been, it was also decided that heavy mountings on lorries would not prove a workable prospect on the muddy airfields of Keel.

## Down, boy

THE HAVERHILL Echo to Suffolk reported the other day: "Jumble sale—Run jointly by the Lions Club and the Dog Club this event raised £150, shared equally. The Dog Club will be passing their part towards the village hall floor."

PETERBOROUGH

## OBJECTIONS TO GRANT PROPOSAL

SIR—It is right that there has been a widespread revolt against Sir Keith Joseph's proposals on university grants and it is to be hoped that the 150-plus Conservative M.P.s who signed critical Commons motions on the subject will cause some modification of the Government's thinking.

Brainpower is among the nation's greatest assets, and our future success depends on exploiting it to the full. Schools like mine will be sending more than 90 per cent. of our sixth form on to higher education.

Just as we, through scholarships and assisted places, aim to see that many pupils are enabled to come here in spite of their parents' limited means, so I regard anything which is going to restrict their University opportunities as not only against their interests but against those of the nation.

The main objections to the Secretary of State's proposals are three: first, that the increase in parental contributions would come hard on the heels of an existing reduction in the minimum grant of £410 a year to £205 a year, which it is proposed to abolish altogether; thus parents already reeling under the existing increase in costs would have to deliver further into their pockets without any warning which would enable them to plan ahead.

Secondly, although the majority of parents are prepared to make great sacrifices to give their children the best possible education, there is a danger that some potential university entrants, although they have reached the stage of adulthood, will be denied further education because they are reduced to a position of even greater dependence on their parents than they were at school. If 46 per cent. already receive less than the full parental contribution many more will suffer if this is increased.

Thirdly, the reduction in grants may well result in the wrong economies being made, for example undergradauates choosing to live at home rather than reside in a distant university with all the increased costs that that implies.

## Britons under tyranny in Zimbabwe

SIR—I should like to add to Mr Bernard MacMurrugh's statements in his letter of Nov. 24. We rightly state that the victory in the Falklands was a triumph of British arms. We also rightly state that thus we delivered some 2,000 Britons from a harsh tyranny, but we do not say anything about our having left 200,000 Britons under the rule of a much harsher tyranny than the Argentines could have devised.

I refer to what is regarded apparently as a great triumph of British diplomacy, the creation of the so-called Zimbabwe out of the real country Rhodesia. This is in fact one of the most shameful episodes in British colonial history. As a proof, I would refer only to two cases, those of Colin Evans and Philip Hartlebury. Both were held in prison, but acquitted at trial, and then rearrested before they could leave the country. They still remain in custody of the "free Government of Zimbabwe."

So Mr MacMurrugh is right. The British stand up for the right only when it does not hurt them. On that reckoning they should have overthrown Ireland to the people in Dublin.

Perhaps I am wrong, though, I suppose the Falklands are the key to possibly vast mineral and oil deposits. So it paid to liberate them.

L. G. FINE  
Brettenham, Suffolk.

## Scriptural truth

SIR—It seems strange to us for the Bishop of Durham to urge in his December diocesan letter that "give thanks for the obedience of Mary, the Mother of God" if he denies the literal truth of the Virgin Birth.

What sense does it make to describe her as the Mother of God, if our Lord was not conceived of the Holy Spirit? How can we be grateful for her obedience if her obedience meant she was unfaithful to Joseph (as he appears in the Gospels) or that he and she concocted the fairy tales the bishops find in the Gospels?

Would he commend other single girls who find themselves pregnant to adopt a similar line and insist that "God has personally, wonderfully and mysteriously chosen them?"

(Rev. Dr) N. A. D. SCOTLAND  
(Dr) G. J. WENTHAM  
Dept. of Religious Studies,  
College of St Paul and St Mary,  
Cheltenham.

## Eton's foundation

SIR—As a member of the Church of England, I was interested to read the Rev. J. Fordham's letter (Dec. 1) about Eton College.

His letter contains an inaccuracy. It states that "The Church of England did not come into being until the 16th century."

I would remind Rev. Fordham that the Church of England was, and is, the Catholic Church in our land, continuing without interruption from earliest days, as part of the universal Catholic Church. In the 16th century it was reformed, not founded.

It was the Church of Rome that, in this country, did not come into being until the 16th century.

(Mrs) E. FITZGERALD  
London, SW5.

## Always a gentleman

SIR—In his letter of Nov. 24 Mr C. P. Crickmore did not seem to appreciate what it means to be a gentleman. A gentleman is always a gentleman and his manner is one which does not change in different circumstances. It implies a honour, thoughtfulness, benevolence and civility at all times to everyone he encounters. Part-time, half-time or some-time gentlemanly behaviour does not come into this at all.

I am sure that a good many of us like to think we are gentlemen, but how many of us truly are. You will appreciate I am using the word in the usual and everyday sense with no reference to its historical or etymological derivations. As Robert Burns put it in his elegy on Captain Matthew Henderson "a gentleman who held a patent for his honours immediately from Almighty God."

JOHN LEWIS WINKLER  
London, S.W.5.

## Lost horizon

SIR—What became of billiards?  
ERIC GILBRAND  
Ramsey, Lo.M.

and therefore forgoing the very course which would be most suited to their talents.

Nor will the proposals just affect those who are already in university: they will be under great strain in raising the increase in costs of well over 50 per cent. since 1980-81. Many of them started, therefore, that if enacted could well increase that to 70 per cent. in that period.

Many of us who fully applaud the successful efforts of the Government to get inflation under control will feel that what is sauce for the goose should also be sauce for the ministerial gander!

The principle of the Robbins Report enunciated 20 years ago that "higher education should be available for all education should be qualified by ability, and those who are qualified by ability, and who attain it, should be able to pursue their studies." It would be a shame and a tragedy for any Government to abandon it altogether.

J. E. HIGGINBOTHAM  
Headmaster, Leicester Grammar School, Leicester.

## Science budget

From Prof. Sir HERMANN BONDI  
SIR—In your issue of Dec. 1 I am reported as having "said" certain things about the level of the science budget, remarks which your readers could hardly imagine referred to any but its recently enhanced level.

In fact what happened is that on Nov. 30 the National Environment Research Council published its report for 1985/4. In my foreword to this report, written in July, 1, as the then chairman, considered the then foreseen value of the science budget, long before the recent and most welcome enhancement, and my remarks therefore refer to this earlier level.

HERMANN BONDI  
Master, Churchill College, Cambridge.

## Progressive policies of metropolitan counties

SIR—Mr Kenneth Baker's article "The cost of Livingstone" (Nov. 29) shows a sorry misunderstanding of the vital role played by the six metropolitan county councils in the economic and social life of urban England.

His claim that "the metropolitan counties are 'trying to invent rules for themselves'" wrongly ignores those policies pursued by these councils which are a direct result of the Government's abdication of its responsibilities. The lack of concern displayed in relation to job creation and urban regeneration has forced the metropolitan county councils to establish progressive economic development policies to fill this vacuum in Government policy.

The Local Government Bill contains plans to transfer selected service provision to district councils which Mr Baker asserts "are more accessible, more accountable." The metropolitan county councils are no less accountable to the local electorate than district councils, and infinitely more accountable than Whitehall civil servants who will have a vested interest in the administration of joint boards and committees which, if Parliament fails to persuade Mr Baker of the error of his ways, will be responsible for over 70 per cent. of the current metropolitan county councils expenditure.

I was, however, pleased to read that Mr Baker recognises the need for a strategic overview for land use planning. In this respect West Yorkshire's record is excellent and it is difficult to comprehend how proposed reorganisation can improve the administration of a role which is ideally suited to county-wide provision.

Finally, Mr Baker states "there will be substantial savings as a result of abolition." Again I challenge the Government to publish the breakdown of the savings that are claimed in the Explanatory and Financial Memorandum to the Bill. An agreement in a central and objective examination of the financial issues involved would at least indicate that the Government is capable of rational discussion rather than meaningless rhetoric.

JOHN GUNNELL  
Leader, West Yorkshire Metropolitan County Council,  
County Hall, Wakefield.

## MacGregor and miners

SIR—I was astonished to read the report by Mr Nicholas Comfort. I am writing to put the record straight.

First, Mr MacGregor, chairman of the National Coal Board, has not masterminded any of the legal actions undertaken by the National Working Miners' Committee. On no occasion has there been any contact, direct or indirect, between Mr MacGregor and the National Working Miners' Committee over legal actions.

Second, Ellis Fernor have acted for my family and myself for the last 52 years. When I began the first legal action against the Nottinghamshire Area of the National Union of Mine workers and the national union, I established the miners' right to work, decided to instruct David Negus, the senior partner of Ellis Fernor.

Third, no "businessmen" have so far been "eager to give financial backing" to us. So far, all our funds have been raised by donations from ordinary members of the public in response to advertisements and letters in the Press.

Fourth, I and my colleagues are determined that our union shall be returned to the democratic control of its membership. Since the beginning of this strike we have been fighting the leadership through the courts to achieve this, and throughout have determined our own course of action in consultation with our local advisers.

Fifth, it is difficult to understand the motives of the "Government Solicitor" who gave this totally false information to your Political Staff.

COLIN CLARKE  
President, Natl Working Miners' Ctee,  
Eastwood, Notts.

## Overseas funds

SIR—That the National Union of Mineworkers can quite freely transfer its sterling funds abroad to banks in the United States, Switzerland and elsewhere is entirely due to the suspension of Exchange Control Act by the Conservative Government in October, 1979.

It is ironic that Mr Kionock and Mr Hattersley have been advocating for now, the effect of which would be to prohibit the transfer of funds abroad by the N.U.M. and make the collection of any fines, etc., a much easier task.

E. L. PARSONS  
Twickenham, Middx.



## MPs urged to stop using U.S. students as researchers

By VALERIE ELLIOTT Political Staff

MPs are being urged to stop using American students as "free" research assistants and start employing British students or graduates to help them gain work experience.

Mr Nicholas Winterton, Conservative MP for Macclesfield, complained yesterday that the Commons was being overrun by Americans when the jobs ought really to be going to British people.

## SUICIDE BY BULLIED BOY AT BEDALES

A 14-YEAR-OLD pupil at Bedales public school was bullied and taunted before he was found hanging by a dressing-gown chord in a school lavatory. It was claimed at an inquest yesterday.

In the week leading to his death, Thomas Brough, a dyslexic, had been spotted crying after being teased over griffins by other boys at the £4,500-a-year school near Petersfield, Hampshire.

A pathologist, Dr Nicholas Makler, told the inquest at Petersfield that Brough, of Cross House, East Meon, Hampshire, died of asphyxia despite attempts by a senior house-master to revive him.

He said the boy's body was covered with multiple, but superficial cuts on his legs, chest, thighs and abdomen.

### Held back a year

One of the boys, none of whom was allowed to be named by the coroner, Mr Michael Baker, said Brough had been bullied by one particular boy at Dunhurst, the preparatory school for Bedales. The bullying became so bad, he was forced to become a day boy.

But when he went on to Bedales, Brough became a boarder again and shared a dormitory with the boy who bullied him at Dunhurst.

Headmaster, Mr Ewan McAlpine, said that in 1981 he had advised Brough's parents that Bedales might not be the right place for a dyslexic.

In September they had agreed to review the boy's case at the end of the term. He had already been held back a year.

The jury returned a verdict of suicide by eight votes to two.

He said: "I work from the Norman Shaw building and honestly it is like an annex for congress in Washington."

"Everyone around the place seems to be speaking American. Sometimes it is difficult to believe I am here in the UK, in London."

He complained that the American research assistants were "cluttering up" the Commons, were "obsessive" in their use of the photocopier and said they too often used Commons telephones to make personal phone calls during the evening.

Security risk

He also brought up again the security risk question.

Mr Winterton said: "I do not know how these people are vetted before they are issued with a photopass to the Commons and the library in the Norman Shaw building."

He has tabled a Commons motion urging Mr Biffen, the leader of the House, to clamp down on the numbers of American researchers in the Commons.

It is not known exactly how many are working for MPs but Mr Winterton has also tabled a number of written questions about their numbers and what can be done about it to Mr Biffen. They are expected to be answered next week.

Mr Winterton admitted that the crux of the problem was that Parliament did not pay MPs for a full-time research assistant and that many of the Americans were from wealthy families who were prepared to work free for an MP.

Mr Bruce George, Labour MP for Walsell South, who uses an American research assistant, agreed there were many criticisms which were valid.

But he stressed that as Parliament was not prepared to fund additional staffing, American research assistants, who were willing and could afford to work for free were welcome.

## BIGGEST WEDDING CLAIMED

By TONY ALLEN-MILLS In New York

WHEN Menachem Teitelbaum married Brucha Meisels in New York last night, they needed an ice-hockey stadium for the ceremony and 150 buses to bring the guests.

The wedding was billed as the biggest in history — a dynastic gathering of the Satmar sect of orthodox Hasidic Jews, to which both bride and groom belong.

With male and female guests strictly separated according to orthodox tradition, more than 20,000 people crowded into the Nassau Coliseum, home of the New York Islanders hockey team, for a pre-ceremony reception.

After the couple exchanged vows beneath a wedding canopy outside the arena, there was a more intimate sit-down dinner for 8,000 family and friends.

The cost of the affair was conservatively estimated at \$200,000, paid for by a group of affluent Hasidic Jews.

The reason the wedding was so important for the world's Satmar community was that both bride and groom are grandchildren of Grand Rabbi Moses Teitelbaum, the sect's spiritual leader.

The groom, aged 18, is the son of a rabbi and himself pursuing a post-graduate rabbinical studies. The bride, also 18, is the daughter of Rabbi David Meisels, leading member of the Viznik Hasidic sect. Her mother was the grand Rabbi's daughter.

The Royal yacht Britannia passing through the Thames Barrier for the first time yesterday as she made her way to a mooring by the Tower of London for a reception to be hosted by the Queen and Prince Philip tomorrow.

## Royal Smithfield Show

### Steer Thunderflash makes show history

By GODFREY BROWN Agriculture Correspondent

A BLACK crossbred steer named Thunderflash, after the white mark on its face, yesterday won the coveted supreme cattle championship award at the Royal Smithfield Show, Earls Court, to make show history.

For it is the first time that an animal with Thunderflash's particular combination of breeds has won the top award.

His bloodline is a veritable Ebor-cocktail. He was sired by a bull of the (French) Limousin breed, and his dam was the result of a cross between a (Swiss) Simmental and a (Scottish) Aberdeen Angus.

The breeds of Continental origin have won wide acceptance and popularity among British breeders.

### Accepted by breeders

Thunderflash weighed in at just over half a ton at nearly 14 months old. He was entered by Mr Alex Herbage, of Laggan Bridge, Invernesshire who was showing cattle at Smithfield for the first time.

Mr Winston Nicolson, the estates manager, bought Thunderflash at the annual calf sale at Caledonian Market, Stirling, in September, for £980.

"I bought him for the purpose of showing him here,"

said Mr Nicolson. "He is a perfect beef animal for modern-day needs—clean in the brisket, no waste in him, a beautiful animal."

Thunderflash will be auctioned at the show today to provide the best, and possibly the most expensive beef available this Christmas.

Crosses of another Continental breed, the Charolais—originally imported from France but now also well and truly adopted by British breeders—have come to dominate Smithfield in recent years. But yesterday they had to be content with reserve supreme championship.

This went to Hi-Rim-Ho-Ro, an 18-month-old steer produced by crossing a Charolais bull with an Aberdeen Angus cross dam, and shown by Mr James Donald, of Glenalmond, Perthshire.

A crossbred heifer of the same Charolais-Angus cross mix, named Marjory, and entered by Mr David Sinclair, of Inchture, Perthshire, won the King's Cup for the best heifer bred by the exhibitor.

## DIVERS' TURKISH DELIGHT

A CARGO of goods that went down in a shipwreck more than 5,400 years ago, has been discovered in Mediterranean waters off Turkey's coast, scientists said yesterday.

The remains of the Bronze Age vessel and its cargo, which showed the influence of three ancient cultures, represented a significant find for marine archaeology, said the National Geographic Society, which is co-sponsoring the research, in Washington.

Dr George F. Bass, the chief project scientist, said the wreck was located off Cape Ulu Burun in Southern Turkey. The cargo ship was probably off the coastal town of Kas when it sank after being driven onto rocks.

The craft, estimated to have been about 65 feet long, settled to the bottom without capsizing. It was laden with a cargo of metal ingots, pottery, jars, glass, gold and ivory.

The single most valuable item excavated so far is a gold goblet found in a nearby sandy gully. But proving even more valuable, scientists said, was the simple, two-handled Mycenaean Greek pottery cup located nearby. This helped date the wreck.

Dr Bass, who is a director of the Institute of Nautical Archaeology at a Texas university, speculates that the ship sailed from Syria, stopped in Cyprus, and was heading for either Greece or Western Turkey when she sank.

## Cocks confident of winning inquiry into local party

By COLIN RANDALL

SUPPORTERS of the Opposition Chief Whip, Mr Michael Cocks, in his struggle to defeat a Left wing challenge in his constituency, were confident last night of winning an inquiry into the affairs of his Bristol South party.

Mr Cocks, according to his allies, is a classic case of an old guard Labour MP finding his position undermined.

He is threatened by a combination of "bedsit infiltration" and the impatience and intolerance of the militant Left.

The MP's threat to sue Labour's National Executive was made after he had endured months of frustration in his campaign for a full investigation. The party's national organisation committee has agreed to recommend that the Executive, which meets next week, should order an inquiry.

Mr Cocks claims the constituency annual meeting in Bristol South was "invalidly constituted" because of irregularities concerning the presence of some delegates.

Officers, generally identified with moves to replace him with a Left wing candidate, were unlawfully elected, making subsequent resolutions from the constituency invalid, he claims.

### Determined campaign

Mr Cocks has been at loggerheads with Left wing elements in Bristol for some years. When the city's political boundaries were changed, with parts of Mr Westwood's constituency being added to Bristol South, the Left began a determined campaign to secure the nomination for Mr Benn.

With important municipal elections due in May, when Labour will try to hold on to control of Avon County Council, the Bristol South re-election process will not begin before next summer at the earliest. No challengers to Mr Cocks have emerged, but the names of various Bristol Left wingers have been mooted, including Mr Ron Thomas, formerly MP for Bristol North West.

Mr Cocks, 55, and his supporters present a picture far removed from the image of the modern Labour activist.

## SURVIVOR OF TITANIC DIES AT 100

The second-oldest survivor of the Titanic, Mrs Edwina Mackenzie, has died after a short illness in Mermosa Beach, California. She was 100.

Born Edwina Trout in Bath, Somerset, she was on her way to see her sister in America in 1912 when the ship sank after hitting an iceberg, with the loss of 1,517 lives out of 2,507 passengers and crew.

She was waiting calmly to die but climbed into lifeboat 15 when a crewman rushed up and thrust a three-month-old baby into her arms with a cry of: "Who'll save this baby?"

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## BRITISH FUNDS

Stocks and Shares

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## INVESTMENT & BUSINESS

City Editor  
**Andreas Whittam Smith**

Daily Telegraph  
City Office  
112 Queen Victoria Street  
London EC4Q 4BS  
Tel: 01-353 4242

### Waddington above £3m

JOHN Waddington's interim results for the six months to Sept. 30, 1981, showed a profit of £2.9m, up from £2.5m in the same period last year. The interim dividend is 10p, up from 8p last year.

### Argyll higher

ARGYLL GROUP, which operates the Presto supermarket chain, has increased its first half profit to £2.5m, up from £2.2m last year.

### Trafalgar at £113m

FULL YEAR profits to Sept. 30 from Trafalgar House have advanced from £79m before tax to £113m after tax.

### Arenson in profit

ARENSON GROUP, the office furniture and equipment maker, which cut its opening half deficit to £240,000, has a strong showing for the first half.

### Mortgage launch

BANK America is next week launching an offer to British investors to take an interest in American mortgages.

### Fletcher cools

CULLEN'S Stores Ordinary shares fell 22p to 46p, and the "A" shares fell 10p to 1.10, yesterday after John Fletcher's £100m takeover bid for the troubled grocer to off-licence group.

### WORLD MARKETS

AMSTERDAM (100 Gld)	179.90	+0.20
BRUSSELS (100 Gld)	157.96	+0.56
FRANKFURT (100 Gld)	1,102.70	+5.30
HONGKONG (100 Gld)	1,125.40	+5.14
NEW YORK (100 Gld)	1,185.07	+2.65
PARIS (100 Gld)	181.20	+0.20
STOCKHOLM (100 Gld)	757.70	+2.40
TOKYO (100 Gld)	11,577.44	+68.86
YOKOHAMA (100 Gld)	315.90	+1.00

### U.S. RATES

Federal funds	9 1/2% (p. 92)
3-month bills	8 3/4% (p. 92)
6-month bills	8 1/2% (p. 92)
Long bonds	11.55% (p. 92)
Yield	11.55% (p. 92)

### U.S. COMMODITIES

WHEAT (CBOT)	10.50	+0.05
SOYBEANS (CBOT)	18.00	+0.05
CORN (CBOT)	3.50	+0.05
COFFEE (ICE)	1.10	+0.05
COCOA (ICE)	1.10	+0.05
SUGAR (ICE)	1.10	+0.05
WHEAT (LONDON)	10.50	+0.05
SOYBEANS (LONDON)	18.00	+0.05
CORN (LONDON)	3.50	+0.05
COFFEE (LONDON)	1.10	+0.05
COCOA (LONDON)	1.10	+0.05
SUGAR (LONDON)	1.10	+0.05

### FT-ACTUARIES INDICES

Industrial	579.53	+4.27
General	621.72	+4.57
All-Share	568.82	+5.12

## GEC silence with interim £332m pre-tax

By DAVID BREWERTON  
INTERIM results from General Electric Company left the City in a state of anti-climax yesterday despite the profits being fully up to expectations. The reason is that there was no word from Britain's most enigmatic group on three areas which are crucial to the share price. The first is the extent to which GEC plans to buy its own shares. The second is its intentions towards British Aerospace and the third is whether or not the company is about to make a major United States acquisition.

In themselves profits before tax of £332 million for the six months to September 30 compare well with the £285 million of the corresponding period a year earlier and with brokers' estimates of around £300 million. But some investors had been hoping that GEC would accompany the interim results with further information on how and when it might begin to exercise its right to buy 250 million of its own shares.

Shareholders gave permission for this at the annual meeting in September, but GEC has been unable to take any action because the interim results were disappointing. The company can either buy in the market or can ask shareholders to tender shares directly to the company. GEC will buy only if it is a "cash for shares" offer, and it is not clear if it will do so, and it follows that if interest rates fall the buying ceiling can rise.

But at last night's share price of 224p, down 8p on the day, GEC could buy the whole 250 million it has asked for and still have more than £1 billion in cash.

Bank deposits, short-term investments and net cash balances amounted to £1.64 billion (£1.5 billion at September 30, against which the purchase of 250 million shares would cost £250 million at last night's closing price). The interim profits performance shows pre-tax results from the trading businesses up by 11 p.c. to £243 million, a rate of increase which demonstrates that the high growth days at GEC are, for the time being, over.

Profits from the cash mountain, up from £36 million to £44 million, provided a much sharper increase and included £11 million appreciation of foreign currencies and a better return from gilt holdings. The interim dividend is lifted from 1.15p to 1.55p a share, costing £27 million (£22 million). That means that the whole of the interim dividend can be paid from GEC's financial earnings.

A further increase in group profits is predicted by analysts for the full year. Brian Newman, at Simco and Coates, puts his expectations at £780 million, a figure generally in line with other market specialists. That would put the shares on a prospective price-earnings ratio of 13 times, and it is argued that they will not appreciate far from that level without a significant "corporate" development.

### Polly Peck's 68pc lift fails to please City

By BARBARA CONWAY

POLLY PECK yesterday produced its preliminary figures and, despite showing a pre-tax profit increase of 68 p.c. to £50.1 million, market hopes that the figure would be even higher caused the shares to slip 16p to 224p. The total dividend, including a final payment of 2.5p, is up 25 p.c. at 5.5p a share.

The profits include £5.6 million from the sale of which was merged with Polly Peck earlier this year, and the comparative figures have been adjusted accordingly. Although the group states that its "new operations", including the assembly and sale of video cassette recorders and television sets, "will not be a significant contribution to the current year's results", the businesses were not in sufficient production to add to the 1980-81 total.

Commenting on original City hopes that the group would produce profits of around £70 million this year, chairman Asil Nadir said yesterday: "I certainly do not find the figures disappointing. If all the plans had been completed by the year-end the analysts might not have been wrong in their assumptions."

The bulk of the business last year was still in agriculture-related activities, such as citrus fruit and the production of packing cartons. With these businesses the company maintained its remarkably high profitability, pre-tax profits amounting to 36.8 p.c. of the £137.2 million sales.

The board, which will be despatching the annual report to shareholders later this month, says that the current trading of both the established and new divisions "leads them to be confident of continued progress during the current year." The production of VCRs and television sets being assembled in Turkey is now "building up steadily" to the first stage target, although Mr Nadir said that the company was not putting forward an exact date for completion yet.

The same situation obtains at the Niksar mineral water plant, operated by a subsidiary of Cornell, which has also now started production and sales. Polly Peck intends to effect its merger with Cornell next spring, when first half results for 1985 are out.

The American chemical concern's stock has fallen 4 points since news of the disaster at its plant in India first circulated.

In other company news, Phillips Petroleum's stock rose sharply in active trading on merger rumours which centred around a possible takeover by Royal Dutch/Shell Standard Oil of Ohio or Mesa Petroleum. A Phillips spokesman said his company knew of no reason why the stock should rise and denied that the Oklahoma-based oil concern had taken any takeover manoeuvres in recent months.

There was both good and bad news from the Government. The Commerce Department reported that the factory orders fell 2.5 per cent in October, the third decline in a row for the key indicators.

However, the Commerce Department also reported that the single-family homes rose 2.1 p.c. following a 18.3 p.c. surge in September.

On New York markets the pound made up ground to close at \$1.2100 against an overnight \$1.1900.

### TOMORROW will be a big day for Johnson Matthey shareholders who have to make two important decisions at an extraordinary general meeting to be held at 9.30 a.m. at the Charter Insurance Institute in the City.

The first is whether to vote in favour of the £25 million capital reconstruction scheme needed to secure the company's future after the collapse of its banking subsidiary two months ago. The second is whether to put up part of the money themselves or leave it to others, notably Charter Consolidated, to do so on their behalf.

Shareholders have very little choice but to vote in favour of the reconstruction scheme, for without it the company faces almost certain collapse. The offer document sent to shareholders three weeks ago reveals that the banking fiasco blew a £152 million hole in the parent company balance sheet and left it deeply in debt to a consortium of international banks, headed by Morgan Guaranty of New York. The company now has bank borrowing of £300 million against net assets of £200 million and the banks have said they will pull the rug out from under it unless the new capital is forthcoming.

What is far less clear is whether shareholders should take up the right tomorrow to subscribe for new Johnson Matthey shares at an effective price of 56p against yesterday's closing stock market price of 73p a share.

It is worth noting that the right to subscribe was a belated concession coming out of Charter Consolidated by a powerful group of leading institutional investors, headed by Prudential Assurance. Originally, Charter was to have met the full cost of the £25 million capital reconstruction scheme on its own, but rival shareholders felt this would allow Charter to increase its stake in the company from 28 p.c. to 46 p.c. "on the cheap."

If shareholders take up their rights in full, Charter's stake in Johnson Matthey will increase to just 33 p.c. But Charter will be allowed to pick up any rights that ordinary shareholders fail to exercise.

Shareholders who vote with their feet tomorrow by failing to take up their rights will save themselves much pain and trouble, even assuming Johnson Matthey shares hold their present value. They will also

### CITY COMMENT

## Decision time for Matthey shareholders

avoid the risk of throwing good money after bad.

An important consideration must be the decision by the Johnson Matthey board not to recommend the share issue, leaving it to investors to make up their own minds. The board has also warned that there could be "further material provisions" at Johnson Matthey and that second-half profits will be hit by higher interest charges as well as big professional fees associated with rescuing the company. Since those dire warnings Johnson Matthey shares have almost halved in value.

The main snag for shareholders in failing to take up their rights will be allowing Charter Consolidated to increase its blocking power at the company and the lost opportunity to cash in if British Petroleum does eventually decide to bid for Johnson Matthey on generous terms. Unfortunately for shareholders, B.P. has been unable to make up its mind ahead of tomorrow's egn.

But so far, British Petroleum has shown little sign of being prepared to pay over the odds for Johnson Matthey and if it decides to walk away altogether shareholders face a period of considerable uncertainty.

Those without a gambling instinct should thus steer clear of tomorrow's share offer.

### Cautious buy at Alexander

IT IS almost three years since Alexander & Alexander Services, the giant American insurance group, bought a multi-million pound headache that is hurting still, by acquiring Alexander Howden Group. In unravelling the fraud and slapdash accounting discovered at Howden, investigators

found a skein of sharp practice they are still following round Lloyd's.

Howden cost £155 million but has made repeated holes in the Alexander figures as underwriting subsidiaries had to be propped up. Jack Bogardus, A & A chairman, is now embarking on the acquisition of another insurance broking company but in the purchase of Reed Stenhouse announced yesterday, he is certain no comparable problems are likely to be encountered.

He is not the only one to have investigated carefully. Alexander has made the takeover subject to "an acceptable opinion of independent public accountants with respect to the treatment of the transaction" plus clearance by lawyers, as part of a "due diligence analysis." But Reed Stenhouse in its turn has gone through "we are satisfied there are not undetected problems" left in the group, said Angus Gmssart of Noble Crossart, Reed's adviser.

Alexander in its turn has been looking for new worlds to conquer, and liked Reed's international retail broking strength, especially in Canada, Australia, New Zealand, Malaysia and France where it was relatively weak. "There is almost no overlap," said Mr Bogardus. That may be why he is prepared to pay £209 million for the company despite the latest results, published with the merger announcement.

After a 4 p.c. rise in revenues to £533 million (£211 million) pre-tax profits fell 14 p.c. to £55 million (£16 million). William Wilson, Reed chief executive, pointed out this reflected the period to end-September when the market was in a trough. "Mr Bogardus agreed the market was improving," Mr Wilson said that as it is an all share offer — twin Alexander

for three Reed shares — existing shareholders can continue to benefit from the upturn, plus get a dividend income. At yesterday's closing price of 187p, down 11p, Reed shares are valued at slightly higher than last night's closing price of 172p, up 24p.

### Modest uplift in reserves

BRITAIN'S reserves rose by \$143 million to \$15,496 million after allowing for \$212 million worth of new overseas borrowings and \$81 million of repayments on existing debts. The underlying rise was, therefore, a very modest \$12 million, which followed an equally modest fall of \$32 million in October. Last month saw a sharp rally in sterling from \$1.20 to \$1.27, but it was soon over and sterling was back to \$1.21 by the end.

The previous month produced a mirror image experience, opening at \$1.25, and dipping to \$1.18 before working its way back to \$1.21. It is not, of course, impossible for the ups and downs during both months to wash out by the end of the period to produce a virtual stalemate, and there is certainly little or no anecdotal evidence of the Bank of England buying or selling sterling over the past two months in anything more than token amounts.

The joker is, however, the balance of payments figures which produced a deficit of \$100 million in October even after allowing for the Common Market rebate and a deficit of around \$1 billion in September. Trade payments do not coincide with the calendar months in which deliveries are made, or even exactly with the months in which goods are actually shipped. But sooner or later the trends should match up.

Meanwhile the pound continues to wriggle on the hook created by a generally strong dollar. A sudden weakness in the dollar yesterday could have been caused by the overnight weakness of Wall Street which is now a significant factor in international opinion on the strength of the United States currency. It was enough to send sterling up almost 11 cents to close at \$1.2680 in London. But the dollar's weakness benefited continental currencies even more and the pound fell 2.20 pence to 5.7050 marks.

### Injunction against Dixons lifted

DIXONS Group yesterday succeeded in getting a judge to lift the temporary injunction which has been blocking its £50 million takeover bid for Currys since Friday.

Mr Justice Vinelott, after two full days of argument, described the case brought by Currys and one of its shareholders, Scottish Amicable, as "flimsy" and "fanciful."

He ordered Scottish Amicable to pay Dixons' costs because he said it was difficult to see what genuine interest in the legal case Currys could have had in applying for the injunction.

Roger Seeling, of Morgan Grenfell, advisers to Dixons, said afterwards: "I am very unhappy with the lengths to which Currys and their advisers were prepared to go."

He said it was now "unequivocal" that Dixons had more than 50 p.c. when it declared on Friday lunchtime its bid was unconditional as to acceptances. "We have been exonerated from any propriety of any kind," he declared.

After the hearing Dixons, whose shares along with Currys have been suspended during the case, did not immediately reclaim victory. It wanted to consult the Take-over Panel first.

### Warning clips Hambros shares

SHARES of Hambros, the merchant banking group, fell 5p to 130p yesterday, following a cautious interim statement from chairman, Charles Hambros.

Mr Hambros said that for the half-year to September 30 "both banking and non-banking results are broadly in line with the comparative period of the previous year, but warns that the bank incurred further losses as a result of its involvement in American oil and gas exploration activities."

Hambros also confirmed that it has secured a £60 million loan facility from the sale of its remaining holding in Hambros Life Assurance earlier in the year.

### Cape pulls out of insulation

CAPE INDUSTRIES, the 67.5 p.c. owned building products, insulation and automotive components subsidiary of Capricorn Consolidated, last night announced its withdrawal from the fibre insulation business and the loss of 400 jobs, after calling a halt to dealings in its shares at 50p.

The job losses are at the company's glass wool insulation plant at Washington, Tyne and Wear, which is to close.

Cape's Rock Wool insulation plants at Sirling, Scotland, and Queensferry, Glasgow, meanwhile, are to be sold to Pilkington Brothers, the glass manufacturers, for about £8 million.

### Telecom options set record

By JOHN RUDOLFSKY  
TRADED option dealers were mildly euphoric last night after the first day's dealings in British Telecom traded options saw the market trade a total of 23,842 contracts in the new stock compared to the previous record of 10,160 for the market as a whole.

The British Telecom total split between 15,577 call options traded and 8,265 puts. They brought the total options traded yesterday to 26,884.

It was more like the American market, said one dealer after yesterday's 9.35 a.m. rowdy start completely overshadowed trading on the rest of the day.

### Texaco oil find in North Sea

THE prospect of a joint development of two North Sea oil finds by Texaco-Chevron and Shell-Eso opened up yesterday. Texaco announced an encouraging find in the central North Sea, 105 miles due east of Aberdeen in block 21/29. The discovery, tested at a rate of 5,200 barrels a day, proved an extension of an earlier discovery over a quarter mile away, in block 21/24.

Oil prices were firmer in spot market trading yesterday with North Sea Brent moving up to \$27.20 a barrel for delivery next month, narrowing the discount on official prices of \$28.65.

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## COMPANIES

## RHM

REFLECTING the benefits from the past three years of development and rationalisation, Ranks Hovis McDougall has weighed in with record full year pre-tax profits of £51.1m against £41.1m in 1983 and is raising the dividend from 4.35p to 4.97p with a 2.50p final.

Earnings were 12.3p (10.9p). There was a general improvement across most parts of the group with good increases from flour milling, packaged cakes and the bakery activities.

British Bakeries, despite a very competitive market place, further significantly reduced trading losses.

Trading profits from America, however, were down but Pacific showed further improvement.

Profits were also aided by a reduction in the interest charge

from £14.3m to £7.5m, mainly as a result of the disposal of the agricultural division in Sept. 1983. External sales advanced from £1.175m to £1.550m, excluding this division.

Chairman Peter Reynolds says profits to date are well ahead of last year and he expects the first-half results to confirm the improving trend. Last year the group made £25.3m (£25.9m pre-tax at half-way).

## Capital &amp; Counties

CAPITAL & COUNTIES, which in July threw caution to the winds and successfully raised £25m via an underwritten rights issue of convertible loan stock, has made good progress in the half-year.

Pre-tax profits are ahead from £3.15m to £1.10m and with earnings of 3.74p (2.86p), the interim (11.7p). On a historical basis, are

dividend is being lifted from 1.4p to 1.6p on Jan. 2.

Operating income rose from £2.55m to £2.26m, with property investment contributing £5.31m (£5.14m). Property trading (£252,000), and house-building (£31,000) (£180,000).

## Carroll Industries

FULL YEAR pre-tax profits from Irish tobacco concern Carroll Industries are down from IR£7.88m to IR£5.80m on a current cost basis. In view, however, of a "significant" recovery by the tobacco division in the second half, the board is lifting the total dividend from 4.85p to 5.3p with a 2.50p final and making a one-for-two rights issue.

Group turnover rose from IR£272.5m to IR£252.4m and earnings came out at 9.7p

tax profits were £29.7m (£29.78m).

**FKI Electricals**

FKI Electricals has followed a 50 p.c. rise to £2.26m in 1983-84 with first half profits of £1.131m against £851,000 pre-tax.

The interim dividend rises from 0.2p to 0.23p on Jan. 11.

## Leeds

THE export-led success of the wool textile industry continues in 1984. Leeds Group forward, its 1983-84 sales have risen 25 p.c. to £11.5m and pre-tax profits are up 14 p.c. from £1.24m to a new peak of £1.42m.

Increased capacity is planned for the current year to take advantage of buoyant demand. There is an extraordinary items charge of £1.05m init,

comprising £1.51m for deferred tax and £578,000 as a provision against balance sheet value of certain Leeds Energy American assets. The final is 0.23p, making 0.46p.

**Matthew Hall**

ENGINEERING designer and contractor Matthew Hall is looking for pre-tax profits of £14m (£12.9m) for the full year. The nine months figure, meanwhile, has advanced from £9.88m to £10.5m and earnings from 11.62p to 13.05p.

The interim dividend goes up from 1.25p to 1.35p on Jan. 18. While competition and related margins remain keen throughout the world, the group has managed to obtain a reasonable share of available work, the board says.

## Palma

TRADING losses of Fiveways Manufacturing Company, together with closure costs of the subsidiary, will result in Palma Group, the history and knitwear maker, recording a pre-tax loss for 1984 (profit £207,000), chairman Peter Bailey warns.

As an indication of the board's confidence in the future, however, the forecast 2p dividend is still intended. The group is confident of a satisfactory level of profits in 1985.

## Robertson Research

GEOLOGICAL and engineering services concern Robertson Research, which crowed its hugely successful market debut in March by beating its full-year profits forecast, has now weighed in with opening half pre-tax profits of £1.16m against £820,000.

Earnings came out at 5.7p (4.8p) and there is a maiden interim dividend of 1.2p. Second half trading is expected to continue to be satisfactory and the group looks forward to record full-year profits and earnings. Last year these were £1.81m and 10.2p respectively.

## NEW ISSUES

## Rex Williams

THE first new issue after the giant British Telecom flotation, Rex Williams Leisure, with brokers Margolis & Addenbrooke placing 4.96 million shares 150 p.c. at 20p each ahead of a US\$ quotation.

The company, which is run by the former world billiards champion, provides snooker and pool tables to pubs.

At the placing price the earnings multiple is almost 11, not far off the 10-12 range for a US\$ company. The yield is 6.5 p.c.

## THE QUESTOR COLUMN

## John Waddington still in the game

JUST when it appeared that John Waddington share price was about to slip below British Printing and Communications Corporation's 500p bid, publication of interim results has breathed new life into the battle.

Waddington's shares added 25p to 530p last night, which is not bad, going considering that B.P.C.'s rather odd takeover tactics mean it cannot increase the bid. Unless a white knight lurks unseen in the background, the message must be that Waddington's results are good enough to assure independence.

The interim figures are certainly up to best hopes. Leaving aside property profits the pre-tax balance has increased from £2.2 million to £2.8 million, more than confirming the trend seen in the second half of last year.

The smartest advance came on games, where profits have jumped from £673,000 to £1.35 million, mostly reflecting good volumes at home and a strong recovery in the United States.

In packaging progress was particularly good on the plastics side of the business in tubs and trays for margarine, yogurt and ice cream. Cardboard boxes remained a tough area—Waddington seems to lack the special touch of Asil Nadir at Poly Pack.

Curiously, though, Waddington has held back from making a full-year profits forecast, and at the same time adds substance to the cheeky forecast made by B.P.C. of Waddington profits.

This it will be recalled, was for £5.5 million, which does have a ring of credibility about it. Waddington has taken the forecast and used it to demonstrate the low earnings multiple which B.P.C.'s 500p offer represents.

Waddington is wisely keeping its own forecast dry to produce it later in the battle, but meanwhile lives to fight another day. Shareholders should either sit tight or sell in the market.

## Oil and gas fuels Trafalgar

OIL and gas production has made a sparkling debut in Trafalgar House's profit and loss account during the year to September 30. A first-time contribution of £31.4 million before interest has ensured that the full year pre-tax level has stayed up with most expectations.

Pre-tax profits have advanced from £79 million to £115 million and the good news is that the oil and gas contribution should not decline in the current year.

That first-time profit stems from the 15 months inclusion of the 1 p.c. stake in the Forties field purchased from British Petroleum. But it also takes in just nine months of the Candecora, which added a further 0.5 p.c. to the company's Forties stake.

The combined interest will be included for 12 months to the current year, so profits from there should finish at around the same level as to 1983-84.

Elsewhere, the contracting and engineering profits showed a small improvement over last year with £47.8 million against £47.5 million, but the property and investment side has increased from £24 million to £29.6 million after taking in a first three months contribution from the recently acquired Comben Group.

This will provide a substantial boost to housebuilding completions in the current year, taking them up from 2,400 to around 4,000, which may enable the group to improve on its position of fifth largest house-builder in the country.

Oil and gas production is

## IN BRIEF

Hellenic and General Trust (Bancroft subsidiary): First half pre-tax profit £381,000 (£387,000). Total revenue £208,000 (£208,000). Brokers: First half pre-tax profit £26,000 (£26,000). Turnover £6.51m (£5.51m). Eps. 1.41p (£1.25p). Interim dividend 1.25p payable Jan. 21. Profits include £30,000 from the newly-acquired Trust UK.

Equity Consort Investment Trust: First half pre-tax revenue £21,200 (£21,200). Eps. 1.1p (£1.1p). Ordinary dividend 0.25p (£0.25p). Interim dividend 0.25p (£0.25p). Final dividend 0.25p (£0.25p). Total dividend 0.50p (£0.50p). Interim dividend 0.25p (£0.25p). Final dividend 0.25p (£0.25p). Total dividend 0.50p (£0.50p).

Leopold Joseph Holdings: Interim dividend 1.87p (£1.87p). First half pre-tax profit £1.87m (£1.87m). Eps. 1.87p (£1.87p). Interim dividend 1.87p (£1.87p). First half pre-tax profit £1.87m (£1.87m). Eps. 1.87p (£1.87p).

Geeseven Organisation: First half pre-tax profit £25,000 (£25,000). Eps. 1.25p (£1.25p). Interim dividend 0.25p (£0.25p). First half pre-tax profit £25,000 (£25,000). Eps. 1.25p (£1.25p).

Cellular Carphones £1,350—NOW! 01-586-9882

clearly where the group sees its greatest long-term potential at present, however, £100 million of capital expenditure in this area, £20 million up on last year, and expects this more important over the next four to five years.

Current year profits of around £130 million must be in view for a prospective earnings multiple at 51p a share, hardly expensive for a diverse company which seems assured of further steady growth.

## Healthy food diet at Argyll

UNDERLYING growth in a hackneyed phrase but the City is always eager to spot it, especially in a company like Argyll Foods which has seen so much expansion over the last few years that its followers have been wondering what happens when the wheeling and dealing stops.

Pre-tax profits for the first six months to September 30 have jumped by nearly 34 p.c. to £25.6 million, reflecting a strong upsurge from the food division.

Latest acquisition Amos Hinton has contributed nothing to these figures so far, but the advance is attributable to the established chains. But expansion still came into it with only 3 p.c. of the sales volume growth coming from like-for-like stores and 14 p.c. from new stores.

Inflation must have accounted for a further 6 p.c. Margins on the food division have advanced from 2.4 p.c. to

2.8 p.c. In part that reflects the continuing expansion of the higher margin fresh foods into the Presto chain. These now account for around two thirds of total square footage of the food markets.

But there was also a general improvement in the other food retailing areas with the Liptons, Templeton, Galbraith, Lo-Cost and Gordon Blea chains all increasing profitability to produce a 24 p.c. increase in other food profits to £10.6 million on the back of an increase in net profit margins from 2.65 p.c. to 3.25 p.c.

Acquisition benefits will rear their head once again in the second six months which will take in the first contribution from the Amos Hinton chain which made around £2 million pre-tax for the whole of last year.

This should help to offset what appears to be a dull outlook for the drinks operation. There the company presents a confusing picture of declining volume and advancing profits against sales and slow profits growth in the United States.

Even if that picture does not change during the second half year the company should still be capable of producing pre-tax profits for the year of around £52 million which at 257p puts the shares on a prospective earnings multiple of 11.5.

Given the volatility of the drinks business, the shares should show a discount to those of, say, Dec Corporation, which is currently rated on 15 times earnings. But for the moment that discount looks to be over-

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Angus District Council, County Buildings, Market Street, Forfar, Angus. Tel: Forfar 65101.

This advertisement is issued in compliance with the requirements of the Council of The Stock Exchange.

## Lowland Investment Company plc

(Registered in England No. 670489)

Placing of £2,000,000 11 1/4 per cent. Debenture Stock 2010 at £98.013 per cent.

Application has been made to the Council of The Stock Exchange for the whole of the above Stock to be admitted to the Official List.

The Stock will carry interest at the rate of 11 1/4 per cent. per annum which will be payable (less income tax) half-yearly on 1st January and 1st July. The first interest payment will be made on 1st July 1985.

Particulars of the Stock will be circulated in the Extel Statistical Services and copies may be obtained during normal business hours on any weekday (Saturdays and Public Holidays excepted) up to and including 19th December, 1984 from:

Cazenove & Co., 12 Tokenhouse Yard, London, EC2R 7AN.

5th December, 1984

## MAGNUM ACCOUNT

WITHDRAWALS AT ONLY 6 WEEKS' NOTICE

BASIC TAX PAID P.A. GROSS EQUIVALENT WITH TAX AT 30% 9.00% = 12.86% ANNUAL RATE WITH FULL HALF YEARLY INTEREST ADDED 9.20% = 13.14%

\* EISA-CEBIB - INTEREST FORFEITED ON WITHDRAWALS FOR NOTICE PERIOD \* INTEREST RATES SUBJECT TO VARIATION THROUGHOUT PERIOD OF NOTICE.

Lumbeth BUILDING SOCIETY

DETAILS: 118/120 WESTMINSTER BRIDGE ROAD, LONDON SE1 7XE

Name Address

# Ranks Hovis McDougall profits at £51 million

\*Increased dividends \*Earnings per share up

## Final Dividend Increased

The profit for the financial year attributable to the members of the Company is £24.7 million. The directors recommend a final dividend of 2.766 pence per share on the Ordinary shares which represents an increase of 12.5 per cent over last year's final dividend. With the interim dividend already paid, dividends total 4.356 pence per share, absorbing £12,212,000. Together with the related tax credit at the rate of 30 per cent the total dividend is the equivalent of 6.223 pence per share for the year.

## Profits increased by £7 million

The Group's profit before taxation for the financial year to 1 September 1984 was £51.1 million compared with £44.1 million for the previous year. External sales, excluding the agricultural division, increased from £1,180 million to £1,230 million.

The record profits were attributable to a general improvement in the results of most parts of the Group with good increases from our flour milling, packaged cake and grocery activities. British Bakeries, despite a very competitive market place, reported a further significant reduction in its trading loss. Trading profits in the United States were below those of the previous year whereas profits in the Pacific region showed further improvement.

Interest payable for the year was halved mainly as a result of the disposal of the agricultural division at the end of the previous financial year.

## An encouraging outlook

The first results from the divestment and stringent rationalisation measures we have been taking over the last three years are reflected in the profits reported above, and I expect further significant improvements to show in 1985 and 1986.

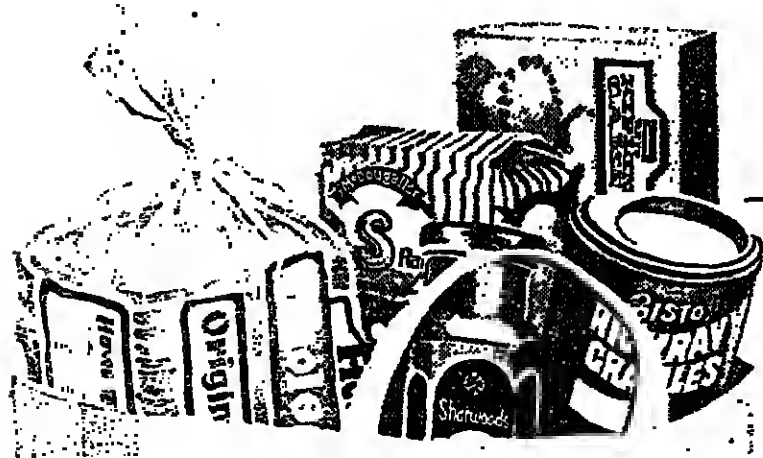
Our profits to date are well ahead of last year and I expect the results for the half-year to confirm this improving trend.

P W J Reynolds, Chairman

Results in brief	1984	1983
External sales	£1,230m	£1,180m
Profit before taxation	£51.1m	£44.1m
Funds employed	£474m	£465m
Return on funds employed	13.1%	12.6%
Net tangible assets per Ordinary share	92.5p	90.2p
Earnings per Ordinary share	12.3p	10.9p
Dividends per Ordinary share	4.356p	3.974p

## RANKS HOVIS McDOUGALL PLC

The 1984 Annual Report will be available from 27 December. If you wish to have a copy please write to: The Secretary, Ranks Hovis McDougall PLC, P.O. Box 178, Alma Road, Windsor, Berks SL4 8ST



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051 7 1140















## SENIOR MANAGEMENT SKILLS REQUIRED FOR THE NATIONAL HEALTH.

As a result of the Government's NHS Management Inquiry, eight District Health Authorities in the Northern Region each wish to appoint a General Manager.

The profiles of the districts for which general managers are required are as follows:-

District	Location	Staff Whole time equiv.	1984/85 Current annual budget
West Cumbria	Whitehaven	2100	£20m
East Cumbria	Carlisle	3000	£31m
North Tyneside	North Shields	1870	£18m
South Tyneside	South Shields	1800	£18m
Durham	Durham	2530	£27m
S. West Durham	Bishop Auckland	2730	£27m
Darlington	Darlington	2430	£24m
Hartlepool	Hartlepool	1510	£14m

Candidates are expected to be able to demonstrate a proven record of management success in a large-scale organisation with the correspondingly essential qualities of leadership and responsibility for the control of large budgets.

Appointments will be for an initial fixed term period of 3-5 years, renewable by mutual agreement. Salaries will be negotiable.

District General Managers will be personally and directly accountable to their respective health authorities for the planning and implementation of health care services, including the allocation and control of resources and for ensuring that the highest standards of health care are achieved.

Currently, the regional and district health authorities are preparing 10 year programmes with increased emphasis on care for the elderly, the mentally ill and mentally handicapped.

These senior-level positions carry with them considerable advantages in terms of excellent living and working conditions in a part of the

country renowned for the high quality of its urban and rural environment and the attractive leisure and recreational facilities available.

For a detailed job description, together with further information, write (or telephone) in confidence to Philip Holton, Assistant Regional Personnel Officer, Northern Regional Health Authority, Dept. DT, Benfield Road, Walkergate, Newcastle upon Tyne NE6 4PY. Telephone: (091) 265 4188 ext. 3291.

Applications should be received by 28 December, 1984 and will be passed on to the Chairman of the District Health Authorities.



## Next stop Victoria for talented Engineers

Humphreys and Glasgow is a leading process engineering contractor offering a complete project management and engineering service to industry. We have the technical capability to handle projects of all sizes for most sectors of the process industry, including oil, gas, petrochemicals, nuclear and pharmaceuticals.

To date, we have completed some 2,000 projects worldwide, and to continue our successful development, we now need - for current and future projects - the following talented engineers or designers with process plant experience:-

### Project Engineers

Degree level, with at least three years' project engineering experience, preferably in the oil industry.

### Senior Electrical Engineer

To lead the electrical section of the Special Projects Division, which handles a wide variety of small scale projects. Minimum ten years' experience, some at supervisory level, essential.

### Senior Process Engineer

Chartered Engineer with extensive oil refinery design experience and the ability to lead a project team.

### Piping/Senior Piping Designers

HNC preferred, with five years' experience, ideally including PDMS applications.

### Senior Vessel Designers

Minimum HNC qualification plus at least five years' major involvement in producing fabrication drawings, gained with a vessel fabricator or process contractor.

### Planning Engineers

### Cost Engineers

### HVAC Engineers

### Electrical Engineers

### Instruments Engineers

### Stress Engineers

For these positions, relevant qualifications, preferably degree level, and a minimum of five years' related experience in the process contracting industry are desirable.

Based in our Victoria Headquarters, all appointments offer the competitive salaries and benefits you would expect, together with excellent opportunities for career development.

If you are interested in joining our professional team, send full CV and details of current salary to: RHK Potter, Senior Personnel Officer, Humphreys and Glasgow Limited, Chestergate House, 253 Vauxhall Bridge Road, London SW1V 1HD.

ENGINEERING THE FUTURE

### OPPORTUNITIES IN FINANCIAL SERVICES

Location: Swindon, Wiltshire

## NEW BUSINESS MANAGERS

A newly established financial services company with substantial backing and exciting plans for development is seeking New Business Managers.

Reporting to the Business Development Director, the New Business Managers will have responsibility for the identification and assessment of potential clients and the negotiation of new business enquiries.

Candidates should have a proven track record over several years in selling financial services to industry. A knowledge of export procedures and credit insurance would be helpful. Self-motivation coupled with good communication skills are essential. Candidates should be well educated, possibly with a professional qualification and ideally should be in the age range 25-35.

The company offers excellent prospects with generous salaries related to the experience and potential demonstrated by each individual. There is a non-contributory pension scheme, private medical scheme and free life assurance. A company car will be provided.

Applications to:  
F.E.15716, Daily Telegraph, EC4.  
EQUAL OPPORTUNITIES EMPLOYER.

### THE NATIONAL TRUST

for Places of Historic Interest or Natural Beauty



requires for  
SIZERGH CASTLE  
near Kendal, Cumbria

### ADMINISTRATOR

(Salary range £7,000-£9,500)

To run Sizergh Castle - open to the public April to October - currently attracting 25,000 visitors per year. Managerial experience essential.

For job description and application form, please write, enclosing SAE, to: Ms. S. Smith, The National Trust, North West Regional Office, Rothay Holme, Rothay Road, Ambleside, Cumbria, LA22 0EJ. Closing date for completed applications: 31st December 1984.

### HIGHWAY ENGINEERS

KUWAIT

De LEWU CATHER INTERNATIONAL LIMITED

D.I.T. has immediate requirements for Highway Design Engineers for a period up to two years in Kuwait. The work involves the planning, preliminary design, final design and tender documentation of improvement to the expressway system. Candidates should be chartered engineers with over seven years' highway design experience, at least a portion of which must have been in Kuwait and other Gulf States.

Position carry a generous salary and overseas allowance commensurate with a challenging professional assignment. For immediate consideration send CV to: C. C. Beer, DCTL London, 3 Kingswood Road, London SW1V 2ND.



CANADA

Northwest Industries Limited is one of Western Canada's leading military aircraft overhaul and maintenance companies. The increasing demand for our services necessitates the appointment of the following engineers:

### SENIOR

## AVIONICS ENGINEER

This position combines the responsibility for Avionics Engineering Design, including drawing and documentation and liaison with production. The successful applicant will have several years of experience in the aircraft design standards applied to State-Of-The-Art Avionics Systems, modification/integration, familiarity with industry and military drafting standards. Educational qualification at the professional level is preferred.

## AIRCRAFT STRUCTURES/ SYSTEMS ENGINEER

Position requires several years experience in design and stress analysis of aircraft as well as a good working knowledge of Structural Repair Modification Techniques as applied to both Military and Commercial Aircraft.

Northwest Industries Limited is situated in Edmonton, Alberta, a city of 500,000 people. We offer an excellent benefit package, relocation assistance and competitive salaries.

Please send CV's in complete confidence to:  
Ron Hogden, Whites Bull Holmes Ltd., 63-65 St. Martin's Lane, London WC2N 4JX.

Attention: Northwest Industries Limited.  
Interviews will be held in the U.K.

A DIVISION OF CAE INDUSTRIES

## Manufacturing Manager

Air Conditioning Manufacturer  
Kuwait  
c.£30,000 net

Our client is a Kuwaiti owned manufacturer of Air Conditioning Units poised to become the market leader. In order to achieve its expansion plans the company has embarked on an ambitious development programme and now needs a Manufacturing Manager who will report to the General Manager. The successful candidate will assist in the smooth running of the plant, with special emphasis on the control of production, stock, materials and costs. This will involve the effective management of a 100 strong workforce currently producing units of between 4-20 tonnes capacity under a York licence agreement. There will also be involvement with the company sales, accounts and personnel functions.

Applicants, probably aged 35-45 years, ideally with a B.Sc. or equivalent, will have experience of all aspects in running a HVAC production plant. Experience with York equipment would be an advantage. The post carries married status and an excellent range of expatriate benefits.

In the first instance, candidates should forward comprehensive career, qualification and relevant personal details to: Ref. MA 537, Robert Marshall Advertising Ltd., 44 Wellington Street, London WC2E 7DJ.

Robert Marshall Advertising Ltd.



## A TOTAL PACKAGE

Ryder Truck Rental, the world leader in commercial vehicle rental and leasing, offers a full transport consultancy package including vehicle maintenance, vehicle identification, road service, documentation and insurance, which is acknowledged to be the standard within the industry by which others are judged.

The benefits of this first class capital saving service are significant - and in line with service demand the company is undergoing an ambitious expansion programme.

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£20,000 + car Unlimited earning potential

Based Birmingham ref: 334 Based NW London ref: 337 Based Southampton ref: 341  
Based Essex ref: 335 Based Leeds ref: 338 Based SW London ref: 342  
Based Heathrow ref: 336 Based Manchester ref: 339 Based Bristol ref: 344

As an experienced sales professional, you may currently feel restricted in realising your full sales potential and subsequent rewards by the constraints imposed upon you by your present working environment.

You will be a self-motivated, aged 25-40, with recognised formal sales training and a proven track record of success ideally at account management level but seeking to use your initiative in a more senior accounts role.

As a results oriented professional, you will have the opportunity and the ability to initiate business and handle medium/long term sales negotiations of a high capital value. Comprehensive product training together with head office marketing and sales support will be provided.

Ryder are totally committed to expansion and to those candidates who have the ability to achieve results - career opportunities will be available.

Natally a six starting salary in paid plus substantial and unlimited commission earning potential and a good benefits package with this forward thinking company.

For early consideration of these excellent opportunities please telephone

Walton-on-Thames (0932) 246321 quoting the appropriate reference number.

## Knipe (Recruitment) Limited

Lloyds Bank Chambers, 83 High Street, Walton-on-Thames, Surrey, KT12 1DT.

## Senior Engineers for the Operation & Maintenance of Power Generation & Transmission Systems in the Northern Region of Saudi Arabia.

Vacancies are announced for the following positions:

Managers - Category A:  
PLANNING & DEVELOPMENT  
POWER STATION OPERATION  
POWER STATION MAINTENANCE  
TRANSMISSION & NETWORKS  
SYSTEM OPERATION  
TRAINING

Service Engineers - Category B:  
SPECIALITY IN GEC GAS TURBINE  
SPECIALITY IN ALSTHOM ATLANTIQUE G.T.  
SPECIALITY IN SULZER G.T.  
SPECIALITY IN RUSTON G.T.

Candidates in Category A must have at least a BSc degree in the relative field of electrical, mechanical or industrial engineering and ten to fifteen years appropriate experience.

Candidates in Category B should have preferably a BSc degree in the appropriate field of engineering but candidates with a recognised technical diploma having long experience in Gas Turbine maintenance will be considered.

Generous Tax free salaries will be paid. For further information and application form, please write quoting reference DT/527 to:

John Haig,

Gerrards Recruitment Service,

66 Frith Street, London W1V 5TA.

## Quality Assurance Manager

& Neg. + Car

Devon

AMP of Great Britain Limited is the British subsidiary of a major international organisation which is the acknowledged world leader in the design, manufacture, and marketing of a wide range of precision engineering electro-mechanical components and inter-connection systems. Our product range is unrivalled in scope and quality which, coupled with our reputation for service, ensures a continuing expansion.

We now have a need for an experienced QUALITY ASSURANCE MANAGER to head our Quality Team. Based at Torrington in North Devon, the successful applicant will be responsible for all aspects of the Quality Function at the Company's manufacturing locations. This requires considerable experience in the high volume production of precision piece parts and mouldings, and:

sophisticated assemblies. A necessary requirement is a thorough knowledge of DEF 06-41, BS 9000, BS 5750 and C.A.A. standards, together with the ability to negotiate at high levels in major manufacturers. An appropriate qualification to degree or HNC level is desirable, and some managerial experience would be advantageous.

The position carries an attractive salary and a Company car. Working conditions are excellent in a congenial atmosphere, and the generous fringe benefits reflect the forward thinking in the Company's attitude to its employees. If you feel you can meet our requirements please write with brief, but sufficient career details, or telephone for an application form to:-

**AMP**  
of Great Britain Ltd.

The Personnel Department  
AMP of Great Britain Limited,  
Terminal House,  
Marion Avenue,  
STANMORE,  
Middlesex, HA7 4RS.  
Telephone: 01-854 2325.

## Mechanical Engineers

WITH POWER GENERATION EXPERIENCE

We require additional Engineers to fill vacancies in our London Office Mechanical Section. The successful applicants will play a key role in co-ordinating contracts for the manufacture and delivery of large boilers, turbo-generators and power station auxiliaries. These important posts involve extensive UK and European travel.

Briefly your duties will include visiting main contractors and their sub-contractors to assess the manufacturing position and check adherence to manufacturing programmes. Knowledge of the application of several forms of programmes is necessary. Progressing, expediting, liaison, inspection and technical investigation also fall within the parameters of your brief.

These are responsible posts, so we're obviously looking for responsible people. As well as a BSc (Hons) and/or Corporate Membership of the Institution of Mechanical, Production or Electrical Engineers, we expect evidence of good general experience in the field of Power Generation. Well developed communication/negotiation skills and ability to work with minimum supervision are essential qualities.

We'll go into details of the salary/benefits package when we meet. For an application form, (previous applicants should not reapply), please write to:-  
Head of Recruitment,  
ESCOM, 1st Floor,  
Villiers House, 41-47 Strand,  
London WC2N 5JJ.

**ESCOM**  
Electricity Supply  
Commission



## PHILIPS

At the beginning of your career?  
Ever considered physical distribution?  
If, not, perhaps the following  
will make you reconsider -

London Carriers, a division of Philips Electronics, provides a transport, freight forwarding and storage facility to companies within the U.K. Group.

Operating via a head office in Croydon, 4 major distribution centres and 8 provincial depots, we provide a modern fully integrated distribution service dealing with products as diverse as televisions, washing machines and electronic components.

Opportunities exist for approximately 5 people of degree standard. Ideally with 1-3 years relevant industrial experience who can demonstrate that they have the ambition and potential to fill senior positions in the near future.

In return we offer an attractive salary, together with the normal benefits associated with working for a multi-national organisation.

Please telephone or write for an application form to the Personnel Department, London Carriers, 17, Beddington Farm Road, Croydon, Surrey CR9 4JN. Telephone 01-688 7766 extensions 2160/2102/2130.

### LONDON CARRIERS

The Philips Group Physical Distribution Service

## MANNESMANN DEMAG



### CONTRACT MANAGER-WAREHOUSING

We are internationally famous for our expertise in the planning and execution of integrated material handling systems for storage and distribution of goods in all industries. We now wish to augment our professional team with an expert in handling contracts in respect of large warehousing systems projects.

The successful applicant will have graduated in an engineering discipline and will have had extensive experience in handling large engineering contracts, ideally in connection with material handling installations. This is a key appointment, the holder of which will report directly to the Technical Director. A good working knowledge of the German language would be a distinct advantage.

The salary package, including a Company car, is negotiable and will be commensurate with the importance of the job. Relocation expenses will, of course, be considered where appropriate.

We offer all the benefits expected from a company within a large multi-national group including superior working conditions, fringe benefits including contributory pension scheme with free life assurance.

Written confidential applications, male or female, to:

Personnel Officer,  
Mannesmann Demag Ltd.,  
Material Handling  
Division,  
Beaumont Road,  
Barnbury, Oxon  
OX1 6 7QZ  
Tel. 0295 4555

سكراين الاصل



**Male and female candidates should send full career details, which will be treated in complete confidence.**



## Senior Manufacturing Design Engineers Devon

AMP of Great Britain Limited is the British subsidiary of a major international organisation which is the acknowledged world leader in the design, manufacture, and marketing of a wide range of precision engineering electro-mechanical components and inter-connection systems. Our product range is unrivalled in scope and quality which, coupled with our reputation for service, ensures a continuing expansion.

Vacancies now exist for Engineers with experience in the design of press and mould tools, or special purpose application machinery, in our modern manufacturing facilities in North Devon. These appointments require a relevant qualification of HNC or equivalent.

### TOOL DESIGN

Applicants should preferably be aged between 25 and 45 and should have a sound mechanical engineering background with experience in either multi-stage progression press tools or multi-cavity thermo-plastic injection mould tools. Experience in CAD would be an added advantage.

### MACHINE DESIGN

The successful applicant will undertake the design and development of high speed precision machinery incorporating "state of the art" electronic and mechanical features, and will be expected to initiate original mechanical design concepts and guide them to a satisfactory conclusion. Considerable experience in an industry such as packaging or high speed assembly machines would be advantageous.

Attractive salaries will be offered, the precise level of which will depend on experience. Working conditions are excellent in a congenial atmosphere, and the generous fringe benefits reflect the forward thinking in the Company's attitude to its employees. If you feel you can meet our requirements please write with brief, but sufficient career details, or telephone for an application form to:-

**AMP**  
of Great Britain Ltd.

The Personnel Department,  
AMP of Great Britain Limited,  
Terminal House,  
Meriton House,  
STANMORE,  
Middlesex, HA7 4RS.  
Telephone: 01-954 3356

Our client is seeking to appoint Managers with ambition and ability to develop their careers in the UK and overseas within a Midlands based major international company manufacturing high technology products.

**General Managers**  
£20,000 to £25,000 p.a. Ref. HR01

**Production Engineering Manager**  
£14,000 to £18,000 p.a. Ref. HR02

**Engineering Project Supervisor**  
Development Department  
£12,000 to £14,000 p.a. Ref. HR03

**Chief of Test**  
£10,000 to £13,000 p.a. Ref. HR04

**Product-Production Managers**  
c.£13,000 p.a. Ref. HR05

**Works Engineering Manager**  
£16,000 to £18,000 p.a. Ref. HR06

**Sales Managers**  
£16,000 to £18,000 p.a. Ref. HR07

**Young Generals**

Professional young people who possess a good Honours degree, complemented by not less than 2-3 years industrial experience. Promotion to General Management status should be obtainable within a period of 5 years. Ref. HR08

Excellent remuneration package  
In addition to a highly competitive salary our client will offer other benefits making the total remuneration package first class.  
Confidential Reply Service: Please write with full CV quoting M75, plus job reference on your envelope, listing separately any company to whom you do not wish your details to be sent. CV's will be forwarded directly to our client who will conduct the interviews.  
Charles Barker Recruitment Limited, 30 Farringdon Street, London EC4A 4EA.

**CHARLES BARKER**  
ADVERTISING SELECTION SEARCH

## HOWDEN Application Sales Engineers

James Howden is a highly successful engineering company which has earned a worldwide reputation for the manufacture of high quality air and gas handling equipment.

To ensure our continued success in international markets, the Company has actively pursued a new product search and development programme as well as investing in advanced computer aided design and manufacture systems.

A major success in our search for new products is a novel plate type heat exchanger which complements our existing rotary regenerative heat exchanger. The heat exchanger will cope with a wide range of temperatures and has applications in the food, chemical, metals and power industries on both process plant, such as driers, ovens and furnaces as well as boilers.

Marketing and selling of the product is underway and a manufacturing facility is being set up. We now need three Application Sales Engineers to capitalise on initial response from the market and to create and follow through new opportunities.

The jobs provide a unique blend of technical and commercial demands from initial contact, application engineering, contract provision, customer support and installation through to commissioning.

Applications are invited from mature, self-motivated mechanical or chemical engineers with experience in either the design or operation of heat recovery equipment in the industries concerned and who preferably will have had experience of selling capital plant.

These positions offer a competitive salary and a range of employee benefits normally associated with a progressive company, with a high degree of job security from our redundancy policy.

If interested please send current Curriculum Vitae and details of present salary to: D. J. Borthwick, Executive Personnel Manager.

**JAMES  
HOWDEN  
& COMPANY**

195 Scotland Street, Glasgow, G5 8RJ. Tel: 041-429 2131.

## Patent Vacancy

Shell's Patents, Licensing and Trademarks Division has a vacancy in its London Office for a graduate chemist with patent experience. Ideally the candidate should be under 30, have passed the Intermediate Examination of the Chartered Institute of Patent Agents, and be preparing for the Final Examination; candidates with greater or lesser patent experience or qualifications will nevertheless be considered. Additionally the successful candidate will be expected to qualify as a European Patent Attorney.

The Division, with major offices in London and The Hague, has international responsibility for handling intellectual property on behalf of the Royal Dutch Shell Group of Companies and the successful candidate will join the patent section in London handling all aspects of chemical patent work with particular emphasis on agrochemical and allied technology.

Because of the international nature of Shell's commercial operations the patent activities are similarly international and consequently a knowledge of foreign languages, especially French and German, would be an advantage.

The job offers a rewarding career for a person interested in innovation and the use of patents as a tool for commercial exploitation of new technology. Salary conditions of work and fringe benefits are excellent. Where appropriate assistance with relocation expenses will be considered.

Please write or telephone for an application form to:  
Shell International Petroleum Co. Ltd., Recruitment Division, (DTR) PNEI/21,  
Shell Centre, London SE1 7NA. Telephone: 01-934 2494.



## SALES MANAGER

Industrial Sales

This is a new appointment in a profitable and developing operation providing industrial coatings and colours for plastics. It is part of a well established company which has continued to perform and thrive through the recession years.

You will be responsible for planning, controlling and developing the sales of a variety of products through an existing organisation mainly within the UK but also in Europe. You will be a member of the management team and so will be able to exert an effective influence. Age 28-45, ideally with a degree or business qualification, you must have a successful record in industrial selling with proven management experience. Your background will almost certainly have included industrial coatings, chemicals or plastics.

Highly competitive salary, plus profit share, car and other large company benefits. Pleasant Northwest location.

Applicants should reply in confidence giving full personal and career details quoting reference 325 DT to:

**ST. JAMES'S  
MANAGEMENT  
RECRUITMENT LTD**

91 Park Place,  
London NW1A 1LP (01-493 1783)

## Strong on Sales Management? Marketing Career in Mind?

Manpower the world's largest temporary help company has a need to provide branches with the support of a central yet mobile source of marketing competence. The successful candidate will advise on the local implementation of corporate sales and marketing policies and local marketing planning.

As Field Marketing Manager you must be able to establish personal credibility and confidence, and a participative,

persuasive, and sensitive approach is vital at both local and regional management level.

You will be currently earning around £12,000 p.a. with a successful track record in sales and/or sales training, ideally in a service industry. This position is regarded as a development role for those with marketing potential.

Major company benefits include a car. Please send a full c.v., including details of current salary, to:

Celia Wells,  
Recruitment and Staff Development  
Manager,  
Manpower Limited,  
Manpower House,  
270-272 High Street,  
Slough SL1 1LJ.



**MANPOWER**  
Temporary Services

## AREA SALES MANAGER — SCOTLAND

DEFENCE ELECTRONICS COMPONENTS

We need an outstanding sales professional to strengthen our representation to existing well known accounts in Scotland. Applicants (25-32) should have at least 3 years selling experience in this or related industries, HNC or equivalent, and the ability to manage a business.

In return we offer:-

- exceptionally high basic salary
- choice of prestige car
- efficient secretarial support
- comprehensive training programme in Europe and United States
- excellent career prospects
- first class benefits package including health insurance and share purchase plan

If you would like to know more about this exceptional opportunity with a unique company, telephone Shona Muir, Stirling (0786) 62717

Raychem - Broadleys Industrial Park, Kerse Road, Stirling

**Raychem**

or contact Iain Slater on Swindon 28171 at Raychem, Site A, Edison Road, Dorcan, Swindon, Wilt.

## CAN YOU SELL TO LAWYERS?

Sweet & Maxwell, one of the most respected law publishers in the UK, is establishing a team of sales representatives to sell to lawyers and other professional users of books and services. The first appointments will be made in London and the South East.

If you're experienced in dealing with busy professionals and demonstrating how good products can aid their work then we'd like to hear from you. Salary + commission + company car will ensure on-target earnings potential c.£14,000, with opportunity for advancement as the team expands. A clean driving licence, a good education, presentable appearance and willingness to learn both the product and the market are essential prerequisites.

Apply in writing with full c.v. and current earnings details to David Richards, Associated Book Publishers (UK) Ltd, 11 New Fetter Lane, London EC4P 4EE.

## SALES AND MARKETING EXECUTIVES

Elton Sales Ltd. have recently sold all their production facilities to concentrate on what they do best - The Marketing, Sales and Service of Specialty Packaging Systems.

Our product range includes:-  
Kwik Lok Bag Closing Systems  
Autobags by Automated Packaging Systems  
Teatime and Sealstrip Systems by Teatime  
Edison Supermarket Systems incorporating Bags on Roll and Kwik Lok Closures

To assist our re-organisation and expansion we wish to develop greater coverage throughout the UK, both territorially and in specialised industries and seek the services of experienced Sales and Marketing Executives who are not frightened of hard work leading to substantial income and have at least five years relevant experience.

To successful candidates whose first love must be selling, we offer full product training prior to them joining our highly successful sales team. Rewards include a good salary and high commission based on exceptional results - a Company car, full expenses and Private Health Insurance.

If you feel you are qualified and have at least five years relevant experience, contact the Director of Personnel with full information at our new Group Headquarters at:  
Elton House,  
Fleming Close,  
Park Farm Industrial Estate,  
Wellingborough,  
Northants, NN8 3UF.  
Tel. No. 676561.



## SALES TECHNICAL REPRESENTATIVE

£15,000 + 2-litre Car

Clients of ours who are in established successful engineering companies are seeking to fill the above mentioned post and on their behalf we invite applications from suitable qualified individuals. The company manufactures a range of high quality control panels, instrument panels, switchboards, motor control centres and pack-aged sub-stations.

The ideal candidate will be around 30 years of age, will be qualified to at least HNC standard, and will be able to demonstrate a proven track record in sales in this particular segment of the engineering industry.

Other benefits will include BUPA, pension, life assurance and telephone. Please submit CV, in return for further details.



Mr B. F. Hallam, FIRM, FIDM,  
Chief Executive,  
Recruitment Consultants,  
Albion Chambers, 1 High Street,  
Leighton Buzzard, Beds., LU7 1DW.

## SALES EXECUTIVE

Required by  
Leads, Insurance  
Distributors

to cover S.W. London Area  
The successful candidate will require drive and enthusiasm together with previous sales experience.

Benefits include excellent salary, incentive scheme, company car and other benefits.

Apply with c.v. to:

Mrs R. J. Andrew,  
Machin & Kingsley Ltd.,  
27-31, Charterhouse Street,  
London, EC1M 6HH.

## QUALITY ASSURANCE MANAGER

Panda Drinks Limited is a subsidiary of Hall and Woodhouse Limited, the independent family brewers of Bladford St Mary in Dorset.

Due to continued rapid growth and re-organisation of the Company structure, a vacancy has arisen for a Quality Assurance Manager who will be responsible for the Production Director for the Quality Control, Microbiology and Syrup Room functions.

Candidates must be qualified chemists preferably with a bias towards microbiology with several years experience in the beverage or dairy industry. They will probably be at least 25 years of age to have acquired the necessary experience.

Starting salary is negotiable dependent on experience, and is reviewed in October each year. Contributions pension and membership of B.I.P.A. are also included in the remuneration package, plus assistance with relocation expenses.

Please send full CV in confidence to:

Mr A. Jenkins,  
Production Director,  
Panda Drinks Limited,  
The Brewery,  
Bladford St Mary,  
Dorset DT11 9LR.

Telephone Bladford (0125) 223312 and 33663

WE ARE AN EQUAL OPPORTUNITIES EMPLOYER



You're bright, You're sparky, You've recently qualified, You're a Chartered Accountant!

We're a young rapidly expanding firm of Chartered Accountants seeking some new blood to help service our growing client list. If you're interested in a career, rather than just another job with an alive practice, send us your CV, not sure. We'll start you at circa £12,000 p.a. and dull and boring it won't be.

89 Fleet Street,  
London EC4A

**Morgan Brown  
& Haynes**

## Engineering and Production Director

c.£20,000 PLUS BONUS PLUS CAR

This is a new position in a successful and fast growing company; it is a key appointment to a small, committed management team. The company is part of a well-known group and currently has sales of £2.5m. It designs and manufactures precision components for the aerospace, nuclear and process industries in the UK and overseas.

It has developed a fine reputation for cost-effective solutions to its customers' problems.

The Engineering and Production Director will take responsibility for the company's design and quality assurance activities as well as for manufacturing and materials control. He/she will be required to deputise for the Managing Director during his frequent marketing trips abroad.

Candidates in their 30s or early 40s with an engineering qualification must be able to show a successful

career to date in production management. They will understand the need for a rapid response to changing customer requirements both in design and manufacture. They will have the formal engineering qualifications; above all, they will have a personality, ability and experience to contribute immediately at the most senior level to the company's continued expansion and profitability.

Salary will be not less than £20,000 and an attractive bonus scheme gives an added incentive. An executive car will be provided. The company will pay for relocation to Hampshire if necessary.

Please reply in confidence, giving full career details to:  
A. D. Percival at  
Bull Holmes (Management) Limited,  
20, Albert Square,  
Manchester M2 5PE.



PERSONNEL ADVISORS

## TWO EUROPEAN MANAGERS OEM SALES IMAGE PROCESSING SALES

West London BASIC SALARY £25,000 + Car + Commission

OUR CLIENT is a subsidiary of a successful U.S. based manufacturer of computer based Optical Character Recognition equipment which is of very advanced design and is supported throughout the U.K. and Europe to an extremely high standard.

THESE KEY APPOINTMENTS which both report to the Managing Director, entail responsibility for the on-going preparation of the European Sales and Marketing Plans and the subsequent implementation of these plans.

APPLICANTS must be able to demonstrate a substantial track record of sales achievement within the computer or high technology sales area and in the first instance experience of OEM sales within the U.K. and/or Europe. Fluency in either French or German would be an advantage. The positions entail extensive European travel.

EXCELLENT TERMS OF EMPLOYMENT include a basic salary (in both cases) of up to £25,000, a minimum earnings guarantee, coupled with a very rewarding commission scheme with realistic on target earnings of £40,000 p.a. An executive type company car and other benefits associated with a senior appointment with a market leader are also provided.

Telephone or write in Strict Confidence to: Ref/OCS

## INTERACTION

White Hart House, London Road, Blackwater,  
Camberley, Surrey GU17 9AD.  
Camberley (0276) 32998

## AREA MANAGERS AND SALES ENGINEERS

Selling to the Industrial Steam User

Gebra (UK) Limited are market leaders in a range of products used on steam boilers and industrial plant. Further expansion means new sales staff being recruited for the following areas:

SOUTHEAST LONDON/KENT

BERKSHIRE/BUCKINGHAMSHIRE

We are looking for people between 25 and 40 with experience in steam and its use, or with a good knowledge of process plant or similar. Some sales experience would be an advantage, but not essential. Full training will be given. An education to HNC level would be desirable.

The salary offered will depend on experience, but the bonus, pension, private motor benefits, including a sales team plus solid contracting experience, hold a similar position, and be enjoying in excess of £25,000 per annum, and be enjoying in excess of £25,000 per annum, and be enjoying in excess of £25,000 per annum.

Please telephone Mr. John Best-Hitchin (0462) 31681 for an application form.

SALES DIRECTOR/DESIGNATE

DOMESTIC CENTRAL HEATING COMPANY

Due to illness, this vacancy arises within a leading and long established London domestic central heating company. The position requires a motivated, ambitious person with a thorough knowledge of the trade. The ability to motivate a sales team plus solid contracting experience, hold a similar position, and be enjoying in excess of £25,000 per annum, and be enjoying in excess of £25,000 per annum, and be enjoying in excess of £25,000 per annum.

Please reply in the first instance to S.D.18712

Daily Telegraph, L.I.4.



## Expeditor

POWER STATION PLANT SPARES  
LONDON

Spares for Escom's Power Stations are supplied from contractors world wide. A vacancy exists for an Expeditor to control the supply of spare parts ordered in Europe and North America.

The post may involve extensive travel in the UK, Europe and North America.

The successful applicant will hold a formal engineering qualification commensurate to the position advertised, be no more than 40 years old and have experience in most, if not all, of the following fields:

Manufacturing processes, production planning, procurement and material control of power station plant.

Compiling reports and records for a documentation system.

An ability to liaise at any level of contractors' personnel as well as Escom's commercial and technical departments is essential. A knowledge of French or German will be an important advantage.

We'll go into details of the salary/benefits package when we meet. For an application form please write to:

Head of Recruitment,  
ESCOM London Office,  
1st Floor, Villiers House,  
41-47 The Strand,  
London WC2N 5JL

**ESCOM**

Electricity Supply  
Commission



## Environmental Engineers

South East Coast

Our client, a major aerospace company, is planning the operation of a new environmental testing facility. Applications are now invited from suitably qualified engineers to work on an intensive and interesting testing programme involving sophisticated equipment.

They are particularly seeking engineers with an intimate knowledge of vibration and climatic testing, including the operation and control of facilities using digital processing techniques. Familiarity with procedures and standards used in the defence industry would be a distinct advantage.

The new team will embrace several grades and, although candidates at supervisory level should possess qualifications of first degree level, demonstrable suitable experience may be acceptable for the less senior posts. A background in electro-mechanical engineering is essential.

In the first instance, interested engineers should forward a C.V. to Ref: MA 536, Robert Marshall Advertising Limited, 44 Wellington Street, London WC2E 7DJ.

**Robert Marshall Advertising Ltd**

## ELECTRONIC CONTROL TECHNICIANS

The continued success of the Company's products including the A300 Airbus Series, the BAe 146 and the 125 has increased significantly the utilisation of our Computer Numerically Controlled (CNC) Machine Tools and other advanced electronic systems.

We now need additional Electronic Control Technicians to support our demanding programmes.

You should be qualified to HTC (or equivalent) level, have a good working knowledge of CNC systems and micro-processors and be able to demonstrate an analytical approach to problem solving coupled with a diagnostic ability.

We offer a competitive salary together with those terms and conditions of employment normally associated with a major employer including, where appropriate, a relocation package.

In the first instance either forward your C.V. or write for an Application Form to:-

The Personnel Department (REF: E)

**BRITISH AEROSPACE**

AIRCRAFT GROUP

CIVIL DIVISION

Barnet By-Pass,

Hatfield, Herts, AL10 9TL

Telephone: Hatfield (07072) 62345

Ext. 372, 202 or 345.

Unequalled in its range of job opportunities



## 2 sales professionals to sell lift systems

London & Home Counties - c.£14,000+car

If you're aged at least 22 and have proven field sales experience, a move to Alpha Lifts could transform your career. You might not be too familiar with our name right now, but we're confident that once you know more, you'll be interested to join us. Our business? We're a wholly-owned subsidiary of a large, highly successful national company, manufacturing and selling a range of sophisticated lift systems - a market with massive potential.

We now need to strengthen our sales team in the London and Home Counties areas. To interest us, you'll need to be a proven sales professional, preferably with an impressive specialty background or experience of selling to architects and specifiers. An engineering background/qualification would also be an advantage.

So if you're interested in a package that, with high basic plus realistic on-target commission, should bring you at least £14,000 plus company car, BUPA and superannuation scheme, plus excellent prospects for rapid progression into management, don't pass up this outstanding career challenge. Please ring or write for an application form, or forward your full cv to Mr B G Lucas, quoting ref: ALUS, at Alpha Lifts Limited, Datum House, Davignon Road, Hove, East Sussex BN3 1RZ. Tel: 0273 775499.

## Senior Engineers for the Design, Supervision, Operation & Maintenance of Power Generation and Transmission Systems in Riyadh, Saudi Arabia.

Vacancies are announced for senior engineers with BSc degrees and ten to fifteen years experience in the following disciplines:

- POWER SYSTEM PLANNING
- UTILITY SYSTEM PLANNING AND DEVELOPMENT
- TRANSMISSION & SUB-STATION DESIGN
- POWER GENERATION SYSTEM DESIGN
- TELECOMMUNICATION & CONTROL SYSTEM DESIGN
- TRANSMISSION LINE & SUB-STATION INSTALLATION
- DISTRIBUTION SYSTEM INSTALLATION
- POWER GENERATION SYSTEM (GAS TURBINE-DIESEL) INSTALLATION
- OPERATION & MAINTENANCE OF GENERATION SYSTEMS
- OPERATION & MAINTENANCE OF FLOW AND HIGH VOLTAGE NETWORKS
- SYSTEMS PROGRAMMING

Generous tax free salaries and conditions of contract. For further information and application form please write, mentioning your area of interest and quoting reference DU/826 to:

John Haig,  
Gerrards Recruitment Service,  
66 Frith Street, London W1V 5TA.

**Gerrards**

## Production/Formulation Chemist

Wisbech, North Cambridgeshire

Our Pesticides Formulation and Packing Plant at Wisbech which began production ten years ago is an important part of our expanding Agriculture Division operations.

It is thriving to the point where it works continuous shifts employing between 30 and 70 people. We now want to strengthen the plant's team by appointing an ambitious, enterprising young chemist.

Reporting to the Plant Manager his or her job will cover quality control and development work, with the emphasis being on diversity and flexibility, and will include supervising staff. To be considered, you should be aged 25-30, qualified to degree level or equivalent, and should possess a few years' relevant experience, preferably in the agro-chemical industry.

For further information and an application form, please telephone Anna Waddilove on King's Lynn (0553) 841581, ext. 25.

**Hoechst**



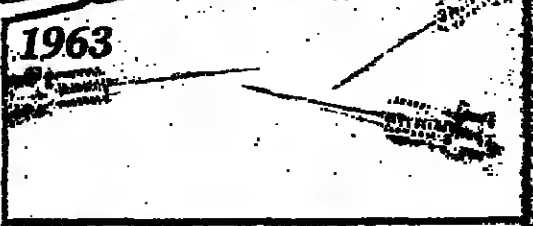
## The GaAs Story



1952 Scientists reported achieving semiconductor in compound between periodic table groups 3 and 5.



1983 The GaAs Laser Operation established as a separate organisation at STC. It employs the largest team of laser engineers in Europe and manufactures the widest range of semiconductor laser devices in the world.



1963 STC introduced the first semiconductor laser produced by private industry in Europe.



1985 The full potential for GaAs as an extension of silicon to be released, with STC establishing a GaAs integrated circuit facility to complement the laser operation.

And the latest Chapter in this exciting story is about to be written by STC Components. Next year considerable investment is being made by our Electron Devices Division to set up a new GaAs Integrated Circuit facility at our location in Paignton, Devon. This new facility which will complement our established GaAs Laser operation, has enormous potential.

Potential, not only for future technology, but also for present career development. For Engineers, qualified to degree or equivalent level and experienced in the GaAs/silicon semiconductor industry, there are some excellent opportunities in the following areas:

**GALLIUM ARSENIDE PROCESSING**  
Process/Development Engineers  
- for the Wafer Processing, Device Assembly and Packaging areas.

**ANALOGUE DESIGN**  
Microwave Design Engineer  
- to convert Analogue Function specifications into GaAs IC designs, using CAD techniques.  
Microwave Test Engineer  
- to both evaluate GaAs IC's against required specifications and establish automated test facilities.

**DIGITAL DESIGN**  
Digital Design Engineers  
- to design, simulate and lay out high speed GaAs Digital IC's using CAD tools.

Senior Test Engineer  
- to identify test requirements of high speed GaAs IC's, assist in the design of test jigs and carry out high frequency testing.

### COMPUTER AIDED DESIGN

Senior CAD Development Engineer  
- to establish and maintain CAD equipment and procedures, and operate CAD tools for converting customer requirements into masks for GaAs IC fabrication.

We also require the following to develop the product's tremendous market potential in the UK and overseas:

**Sales Executives**  
- to promote our new and expanding range of high speed digital and analogue GaAs IC's.

**Senior Applications Engineer**  
- to provide technical interpretation of customers' requirements and advise on product applications. You will also co-ordinate new product introduction and sampling programmes.

For all of these positions we offer a highly attractive, negotiable salary and a benefits package which includes relocation assistance to this beautiful South Devon location.

If you would like to meet us to discuss these exciting opportunities then please send a detailed CV to: John Huish, Personnel Manager, Electron Devices Division, STC Components Ltd., Brixham Road, Paignton, Devon TQ4 7BE.



**STC COMPONENTS**

## So you think you're a successful Sales Professional?

Are your sales skills getting the recognition they deserve? Do you earn at least £14,000 pa with a good half of that as a basic wage? And do you still get that BUZZ with every sale?

If your answer to these questions is 'Yes', then we'd like to congratulate you. Any 'Nos', and you should consider a move to Sound Diffusion - the place where real sales talent doesn't get left on the shelf. So keep reading; you could be minutes away from the sales career you've always wanted.

We're a phenomenally successful, publicly-quoted group who specialise in the rental sales of a truly comprehensive range of capital equipment to institutional, commercial, industrial and health-care sectors. We're pioneers in a rapidly expanding market with massive potential.

Now we need to strengthen our sales teams throughout the UK. If you're interested in a package that, with high basic plus realistic on-target commission, should

bring you at least £14,000 (effective performance could increase this considerably), plus 1.6 car, BUPA and superannuation scheme, don't pass up this outstanding career challenge.

Please ring or write for an application form, or forward your full cv (quoting ref: SD/DI) as follows:

North of Northampton: to Dawn Williamson, Sound Diffusion PLC, Kelham House, Kelham Street, Doncaster, South Yorkshire DN1 3RF. Tel: Doncaster (0302) 66777.

South of Northampton: to Cliff Lucas, Sales Recruitment Manager, Sound Diffusion PLC, Datum House, Davignon Road, Hove, East Sussex BN3 1RZ. Tel: (0273) 775499.



**SDG**

## SALES ENGINEERS

South East & North  
Very high salary + Commission + Car

Inspection Instruments is one of Britain's leading companies in Non Destructive Testing and a member of Staveley Industries plc, a major British public company. We are looking for highly energetic, enthusiastic and eager Sales Engineers to join our dynamic team in the South East and North.

To meet our exacting standards you will have:

- a consistent track record of success
- early closing capability
- an innovative and active mind
- a bias towards selling technical products

Full training will be provided. Fringe benefits are those associated with an important appointment of this nature. Please telephone now for application form or send personal career details to:

Bellanne Stowell, Personnel Officer,  
INSPECTION INSTRUMENTS (NDT) LIMITED,  
713 Banbury Avenue, Slough, Berkshire, SL1 4LN. Tel. Slough (0753) 76216/20

## BAUGHAN'S

MANAGEMENT ACCOUNTANT & FINANCIAL ACCOUNTANT

Due to rapid expansion, Baughans Foods Limited is restructuring its finance department and seeks to fill two important posts. The Company, which has a record of successful trading, recently became part of the Freshbake Foods Group PLC, and is located in Braintree, Essex.

Both positions will report to the Financial Director and carry starting salaries in the range £12,500-£13,500 p.a. depending on experience and/or qualifications. Candidates should be members of a professional body who have passed at least one of the final parts of their examinations.

Those appointed are likely to be in their mid-thirties and will have considerable responsibility within their function. Principal accounting activities have been computerised for some time.

Applications (which may be from men or women) which should be in writing, with full CV, to date, will be treated with complete confidentiality, and should be sent to: Mr W. J. Davis, Personnel Controller, Baughans Foods Limited, East Street, Braintree, Essex CM7 6JL.

## Contract Director

£140m civil/mechanical engineering contract in West Africa

We are seeking a professional Engineer (MEng or MICE) with experience of managing large scale multi-discipline contracts overseas to take total project responsibility for this significant turnkey contract in Nigeria.

The position will entail the implementation of all financial and operational policies for this major Kwara State contract and calls for extensive experience in the civil/mechanical construction associated with the water treatment industry.

This is a senior appointment and it is highly unlikely that Engineers currently earning less than £25,000 pa or equivalent will have the necessary depth of experience.

Benefits include renewable married status contract, optimum tax-free salary arrangement, high quality rent-free accommodation, UK paid leave twice each year.

Please write with full career details including age, experience and current salary level to D W White, Group Personnel Director, Bwater Group Limited, Bwater House, Station Approach, Dorking, Surrey, RH4 1TZ.

**Bwater Group**

## WAGNER

Paint Spraying Equipment

Wagner is one of the world's leading manufacturers of paint spraying equipment with total sales in excess of £150 million. Our UK operation is established in Banbury, Oxfordshire, and due to continued expansion, 2 key opportunities have been created.

### NATIONAL ACCOUNTS MANAGER

Salary & Commission Circa £18,000 + Car

As the world leader in consumer/DIY products for painting and decorating, we are looking for an energetic individual to develop and control our UK marketing and sales activity in this field. Qualifications should include:

- Solid marketing background, with sales experience
- Experience in national account management
- Knowledge of DIY, decorative and/or building industries
- Knowledge of DIY, decorative and/or building products (i.e. power tools)
- Proven experience with similar products

### INDUSTRIAL SALES ENGINEER

Salary & Commission Circa £18,000 + Car

North London & Home Counties  
As part of our expansion in the industrial paint spraying field, we are looking for an aggressive, personable sales engineer to sell to industrial users in North London and surrounding counties. Qualifications should include:

- At least 5 years experience in selling industrial products
- Proven track record in sales
- Good technical understanding (preferably BNC)
- Good knowledge of paint spraying equipment, or related products, would be helpful, but not essential
- Be helpful, but not overbearing, generous benefits and exciting growth prospects
- Where possible, an interview, send full curriculum vitae and references to:

A. G. Clarke, General Manager,  
**WAGNER SPRAYTECH (UK) LIMITED**  
2, Halesmere Way, Railway Industrial Estate,  
Banbury, Oxfordshire, OX16 8TJ.



# ENGINEERS

A Wide Range of Challenging Design, Project and Electronic Posts

The Atomic Weapons Research Establishment at Aldermaston, Berkshire, is engaged in a challenging and significant weapon development programme as well as considerable renewal of its capital facilities. Engineers play a vital role in this multi-discipline programme.

## DESIGN ENGINEERING

The Weapon Engineering Division requires mechanical and structural Engineers to work on weapon projects in support of the Defence Nuclear Programme. The posts are in the areas of conceptual design, development, structural analysis, environmental analysis and reliability assessment.

## PROJECT ENGINEERING

In the Facilities Engineering Division the requirement is for Mechanical and Electrical Engineers to work on project management on major capital schemes. The task includes specifying, designing, procuring, installing and testing capital plant directly concerned with the processing of nuclear and toxic materials.

## ELECTRONIC ENGINEERING

A wide range of posts are available in the research and development of the electronics associated with nuclear weapons. The work embraces conventional electronic components, large scale integrated circuits, micro processors and special purpose components.

Very high standards of design and manufacture are needed to ensure reliability in hostile environments. The research programme to understand and overcome the effects of electro-magnetic pulse and transient radiation is an example of current work.

You must have a degree (preferably with honours) or equivalent in a relevant subject or corporate membership of an appropriate professional institution. You should also have at least 2 years relevant professional experience. Salaries range from £7465-£10,165 according to qualifications and experience with prospects of advancement to senior management posts. Some posts attract additional allowances. Relocation assistance may be available. Rented housing may be available for married recruits living beyond normal daily travelling distance.

Boundary Hall Hotel is available for those requiring single status accommodation. The AWRP Recreational Society offers facilities for most recreational activities. For further details and an application form (to be returned as soon as possible) write to Civil Service Commission, Aldermaston Link, Basingstoke, Hants. RG21 1JB, or telephone Basingstoke (0256) 468551. (answering service operates outside office hours). Please quote reference T140/85. The Civil Service is an equal opportunity employer.

**AWRE Aldermaston**

## MARKETING

Oil and Gas Engineering and Project Management

Taywood-Santa Fe Limited is expanding its marketing operations worldwide and invites applications from high calibre personnel to fill three new vacancies.

### Sales Manager

The ideal applicant will

- be a professional engineer and/or graduate with a mature and confident outgoing personality, able to communicate well verbally and in writing.
- bring to the appointment substantial sales experience in offshore oil and gas engineering and project management or a related industry. He/she will have a thorough market awareness, extensive contacts at senior levels in industry, government, professional associations, etc and, perhaps, special knowledge of specific geographical areas.
- have the ability to work as a member of a small, enthusiastic team.
- preferably be not over 45.

### Market Research Officer

The preferred candidate will

- be a young, professional engineer and/or graduate in a relevant discipline, adaptable and pleasantly aggressive, able to communicate clearly and persuasively both orally and in writing.
- be keen to expand his/her previous experience of the application of market research techniques to the energy industries worldwide through established and growing personnel contacts in industry, government, professional and technical sources.

### Proposals Engineer

The preferred candidate will

- be a graduate or qualified to HNC level in an engineering discipline with 2-3 years practical working experience with an offshore designer, management contractor or services company and keen to apply his/her training and expertise in a marketing role.
- be primarily involved with preparing, co-ordinating and editing commercial and technical proposals but will also have an important role in the preparation and conduct of Company capability presentations.

These are first class opportunities significantly to extend involvement in oil and gas related projects worldwide and offer excellent prospects for promotion. Attractive salaries, realistic relocation assistance where applicable and the usual large company benefits are offered to the successful men and women.

Applicants should write in confidence to: Personnel Department (Ref JPM), Taywood-Santa Fe Limited, 309 Ruislip Road East, Greenford, Middlesex UB6 9BQ.

**AAAA 5T**

## Managing Director

Surrey c. £20,000+car+bonus

A small, successful specialist Engineering Company seeks a new Managing Director who should be an engineer with a minimum 10 years experience. The Company produces high quality technical products and is a sole trader in the Oil and Gas Engineering industry.

Responsibility is to the Board for the business and profitable management of the Company. The challenge is to expand the business over the next 5 years.

The ability to lead a team of development, production and sales opportunities in new

**Roland Orr & Partners**

Management Consultants

35 Piccadilly, London W1V 9PB Telephone 01-734 7282

## PERSONNEL MANAGER

Major Contracting Company

Northern Home Counties

c £19,000 pa+ and car

Our Client, part of a large industrial group, is a well established and profitable company - a market leader in its field of specialist contracting. This important position reports to the Managing Director for the provision of a comprehensive personnel service to several thousand works and staff employees. Principal responsibilities are for recruitment and selection, training needs are identified and implemented, recruitment and resourcing, salary administration, personnel administration including the completion of personnel records.

You are likely to be aged 32-40 (but 26-45 considered) with the first class personal qualities necessary to enable you to deal with, and influence people at all levels. Recent professional personnel experience in a large or medium sized contracting construction company - either as Manager or Officer level - is essential. You must have proven success in recruitment and selection, knowledge of one or more of the industry's national agreements. Large company benefits include pension 2 life car, BUPA and relocation expenses where applicable, plus prospects of further career progression. Ref 1251

Men or women should apply to Irving Gordon quoting the appropriate Reference Number

**IPG Personnel Consultants**

Julius House, 26-28 Gt Portland St, London W1N 5AA Tel 01-637 0272 (24 hrs)

Professionals in Selection & Search



## TWO SENIOR OPPORTUNITIES - INDUSTRIAL MARKETING

Our client is one of the foremost UK manufacturers of high value, high quality rotating machinery and allied products, which are produced for a virtually unlimited range of applications in world-wide markets. Current annual turnover is approaching £40M. Organic growth and internal promotion have created the need for two marketing professionals:

### MARKETING MANAGER to £20,000 + car

You will be a professional marketer who can immediately assume control of a substantial department. As well as classical marketing activity via a team of product managers, the brief includes control of a significant publicity PR and advertising budget, both internally and via appointed agencies.

Candidates, most likely in their thirties, will have a recognised engineering qualification, ideally tied to a field of expertise in marketing/business studies. Three to five years business experience in a comparable environment will have led to Marketing Manager level, or at least Group Product Manager status, responsible for a major range of capital goods or consumer durables.

### MARKET PLANNING MANAGER to £15,000 + car

An outstanding opportunity has arisen for an experienced Market Planning Manager to lead a team responsible for product and market sector research, developing strategically oriented forecasting and market surveillance techniques, and formulating strategic market and business plans for both UK and overseas markets.

You will be a professional marketer who can immediately assume control of a substantial department. As well as classical marketing activity via a team of product managers, the brief includes control of a significant publicity PR and advertising budget, both internally and via appointed agencies.

Executive Facilities (Marketing) Ltd. Specialist Marketing Recruitment. Clive House, 21A Conduit Place, London W2 1HS. Telephone: 01-258 3621

## SENIOR GROCERY BUYER

c £13,000 + Car

Unigate Dairies, part of the Unigate Group of Companies is the largest distributor and processor of liquid milk in the U.K.

A vacancy has arisen in the Purchasing Department based at our Head Office Location in Aldershot, Hants, for a SENIOR BUYER.

Reporting to the PURCHASING MANAGER, applicants should be educated to degree level, have a minimum of 5 years experience in a similar post, preferably in the Food Industry, and ideally be a member of I.P.S.

Candidates should be capable of negotiating at the most senior levels, and will be responsible for purchasing Eggs, Poultry, Soft Drinks and other goods for resale, and recommending pricing policy to the Marketing Department.

This is a senior appointment and will call for experience in establishing policy, the maintenance of control systems in monitoring price movement and market trends, negotiating national agreements with suppliers and the procurement of goods to an acceptable standard at competitive rates.

Current annual purchases are over £50m, and the successful applicant will be required to demonstrate knowledge of the grocery market, identify opportunities and have an acute commercial awareness.

Salary is negotiable c. £13,000 p.a. and a company car is provided. An excellent contributory Pension Scheme and Personal Health Insurance is also part of the package. Relocation expenses will be given where appropriate.

Please apply with full C.V. to: Mrs J Butler, Personnel Services Manager, Unigate Dairies Ltd., 14/40 Victoria Road, Aldershot, Hants, GU11 1TH.



## EXPERIENCED SALES REPRESENTATIVES

for a Nineston based company manufacturing an extensive range of clayware building products. Due to progressive marketing expansion we can now offer the following additional opportunities for overseas sales representatives to join our present sales team in the following areas:

1. North East England / Yorkshire / Humberside area
2. East Midlands / North / Lincoln / Norfolk
3. South East England Essex / Kent / Suffolk / Surrey / South & South East London

The successful applicants will have experience of selling on a commission basis. Local Authorities and other specialists to promote sales of our range of top quality building products to both established and potential customers in the areas shown. Knowledge of 'heavyweight' would be an advantage, training in our products will be provided.

Preferred age group 35-50 years. An attractive salary is offered reflecting the demands of this position, plus company car, expenses, P.P.D. and contributory pension scheme. Write in the first instance with assured confidence with full career and personal details to:

Mr L. Lacey, Managing Director, STANLEY BROS. LTD., Croft Road, Nuneaton CV18 2ED



## Sales/General Management Opportunity

We are an international Company with a German subsidiary located near to Stuttgart, requiring a sales orientated person with general management ambitions. The applicant should have an engineering background with a good technical education. Initially, the applicant would carry out a sales function, progressing towards general management.

This is an opportunity for an ambitious person to develop the potential of our German organisation. The successful applicant must be prepared to spend time training in the UK prior to taking up duties in West Germany, and should appreciate the need for international travel within the responsibilities. The applicant should be a fluent German speaker and be aged between 27 and 35. However, candidates outside the age bracket may be considered. A good salary, vehicle and excellent conditions are offered.

This is a first class opportunity for an ambitious person with the will to succeed. Write SC17814, Daily Telegraph, E.C.4.

## Sales and Marketing with Premier Percussion

Leicester

Premier Percussion is the UK's only manufacturer of percussion instruments. The company's strategy is one of product innovation and international expansion. Two key appointments are being created to sustain the company's growth into the nineties.

### Marketing Manager c£17,500 + car

Reporting to the Managing Director, you will be a member of a small dynamic management team. Responsibility will be for the company's marketing policy and for providing the drive and professional skill behind its ambitious expansion programme.

Candidates should be graduates in their thirties with a successful track record in marketing consumer products. A real enthusiasm for the music business is also necessary. There are excellent prospects for early promotion to Marketing Director.

Please reply to Andy Green in strict confidence, with details of age, career and salary progression, education and qualifications, quoting reference 1411/DT on both envelope and letter.

### Export Sales Executive c£12,500 + car

Reporting to the Sales Director, you will be responsible for developing and controlling successful sales agencies.

Candidates should have proven experience in selling to the wholesale trade, particularly in Europe. The position will be in an ambitious sales team where success will lead to further responsibilities and reward. Knowledge of the music business and fluency in German would be advantageous. Frequent travel, particularly in Europe, will be necessary.

**Deloitte Haskins & Sells**  
Management Consultants

128 Queen Victoria Street, London EC4A 3JX

## EXECUTIVE MANAGEMENT LA MANGA CLUB, SPAIN

Required for the luxury resort and residential complex of some 1400 acres which is owned and managed by European Ferries plc. The complex has extensive sporting facilities including two championship golf courses, tennis village, riding centre, beach and water sports club etc.

### PROPERTY SALES MANAGER (U.K.)

Based in London, he/she will be responsible for the development of villa and apartment sales in the U.K., Eire and the Channel Islands. A substantial advertising and promotion campaign has already been launched and an established agent network exists. The selected applicant will have a successful track record of selling real estate property. The ability to motivate a team of agents and provide the necessary leadership and support to generate sales is vital. An attractive remuneration package is offered consisting of substantial basic salary and commission. Benefits include company car and BUPA.

Please apply enclosing CV, recent photograph and daytime telephone number to K.S. Lawton at:



**QUANTUM ASSOCIATES LIMITED**  
Management Consultants to The Hotel, Tourism & Leisure Industries  
Fairholt House 2 Pont Street London SW1X 9EL

### SPORTS & LEISURE MANAGER

Responsible for all sporting facilities (with exception of the golf courses) and including in-house entertainment. Successful applicant will be self-motivated and a sports enthusiast with previous experience in leisure industry. He/she should enjoy working in a dynamic environment and be used to long and flexible hours. First class business and organisational skills are a pre-requisite. Benefits including free accommodation, 22 days holiday p.a., BUPA and return flight concessions. Some travel will be required from time to time to the U.K. and Europe.

## GLC

Working for London

### Quantity Surveying in Recreation & Arts Development

#### Senior Quantity Surveyor

To direct and supervise a Q.S. group of 10 engaged on a range of projects. Personal responsibilities include providing feasibility advice and estimates from sketches, financial control of contracts (including negotiation and claims) staff training and developing new technology.

Applicants should be RICS professionally qualified with proven management experience and extensive knowledge of recreational facilities and landscaping. An appreciation of new technology and its application potential is essential, together with good organisational and communication skills.

Salary: £14,076-£15,756 inclusive.

#### Quantity Surveyors

Appointments are at two levels and involve preparing/assisting in preparing estimates, bills of quantities and final accounts for building and landscaping works.

Basic requirements are a sound knowledge of building construction, landscape layout and civil engineering works, the ability to analyse tenders and costs, and sound drafting and organisational skills. Knowledge of estimating and methods of measurement is prerequisite for the more senior posts, this should be extensive.

Quantity Surveyor, RICS professional qualification is essential.

Salary: £10,779-£12,444 inclusive.

Assistant Quantity Surveyor, Degree in QS is required.

Salary: £8,317-£10,779 inclusive.

All posts are based at Chesham House, Warwick Street, W1.

The GLC is an equal opportunities employer. We are an equal opportunities employer. We are an equal opportunities employer. We are an equal opportunities employer. We are an equal opportunities employer.

For an application form, to be returned by 20th December 1984, write to: GLC Department for Recreation and the Arts, Room 586, The County Hall, 51/71 PB or telephone 01-533 1666.

These posts are suitable for job sharing

## FORT INDUSTRIAL SALES

NDT PRODUCTS  
Circa £10,000

FORT fibre optics, an established international Company, have just launched a new generation of visual inspection equipment. An ambitious, enthusiastic salesperson is required to promote this and our existing equipment, in the North of England and Scotland.

The successful candidate will be experienced in selling NDT products to industrial customers and have an engineering qualification. He/she will be expected to work mostly on their own initiative, with minimal supervision, to penetrate major industries.

The basic salary will be based on experience and will reflect the revenue of this position. A 2nd benefit package includes bonus, expenses, private health plan and Company car.

Write enclosing full CV to:

Fibre Optics Research & Technology Limited, 2 Riverside Estate, Vale Road, TONBRIDGE, Kent TN9 1SS.

## SENIOR FISHERIES OBSERVER

### FALKLAND ISLANDS

Background and Duties: Based in Port Stanley, Falkland Islands, the observer will be responsible for monitoring the fishery resources of the Falkland Islands. The observer will be responsible for monitoring the fishery resources of the Falkland Islands. The observer will be responsible for monitoring the fishery resources of the Falkland Islands.

### OVERSEAS DEVELOPMENT

## REGIONAL MANAGER

A leading U.K. Freight Forwarder, operating within a long established international group of companies, wishes to appoint a Regional Manager for its operations in the South East of England.

This senior appointment will require a person with detailed knowledge and experience within the Freight Forwarding industry. All aspects of the Import and Export of cargo are currently undertaken and specific experience of the establishment and running of NVOC services is essential to applicants.

The company has undergone considerable expansion recently and this appointment represents a challenging opportunity to develop existing and new services. The salary and conditions of employment will be suitably commensurate with the position.

All enquiries will be treated in strictest confidence and C.V. should be sent to: R.M.18708, Daily Telegraph, E.C.4.

## Pynford

### SALES & MARKETING MANAGER

Based at our Maltham Abbey Office the successful applicant will be a professional salesperson with a proven track record in the sales of building materials and a proven sales management record.

Candidates with a proven sales management record associated with the Building Industry will also be considered.

An attractive salary will be negotiated, together with other benefits expected of a progressive Company. An application should be made to the Consultants acting for us in this appointment.

QUANTIC  
Surveying and Management Services Ltd.  
Recruitment Division,  
Victoria House, 14 New Road Avenue,  
Chatham, Kent, ME4 6BA.  
Telephone No. (0170) 634181/50



## Sales Engineers Microswitch Division

An opportunity to bring your sales skills to a market leader in this highly specialised field. Due to the outstanding success of our division, we are looking for three Sales Engineers in:

North London  
Home Counties/East Anglia  
Midlands

to sell our advanced product range.

In this area of exciting growth potential your market knowledge and sales skills will be stretched to the full, providing you with ample scope to realise your potential.

You will be qualified to QNC/HNC level with a minimum of 3-5 years' sales experience in a components environment.

Further to a period of intense product training you can expect an excellent salary plus incentive scheme, company car and generous fringe benefits.

To pursue this outstanding opportunity, please send a CV to: Steve Rowe at: Honeywell Control Systems Ltd., Charles Square, Bracknell, Berks. RG21 1EB.

Together, we can find the answers.

**Honeywell**

## Experienced Commercial Sales Executives

with Computer/Accounts Receivable Knowledge

c.£17,000 + Cavalier 1600L  
+ Genuine Career Prospects  
based 1. London 2. Birmingham

Dun & Bradstreet's Trade Tape Division provide a service of presenting accurate trade reference/business reporting systems by offering to store and record Accounts Receivable tapes on a quarterly basis.

The service to clients is free but the concept has to be "sold" to Board Members in a professional fashion.

Candidates will have knowledge of data storage and retrieval, an excellent sales record, be aged 25-37, and a wish to participate in a more creative concept by presenting this unique service to major companies in the United Kingdom.

An excellent salary, bonus, company car, PLA/BUPA and the fringe benefits associated with a major international Organisation will be offered.

For an early confidential interview with our Recruitment Consultant, Mike Stevens, phone 0332 737172.

**Dun & Bradstreet Limited**

an international company

## PARTS MANAGER High Technology Environment

S. England c.£16,000 + Car

The rapid growth of our client's international business creates the need to introduce into the organisation a professional Parts Manager who can meet the increasing demands being made on the function.

Based at the company's international headquarters in Southern England and you would be responsible for a department incorporating order processing, warehousing, despatch and inventory control. The parts list is approaching 20,000 lines and includes both generic electronic components as well as specialist items particular to our client's high technology business. The effectiveness of the function is seen as crucial to the company's marketing effort.

We are seeking a Parts Manager, ideally a graduate whose experience has been gained in a high technology sector such as the communications industry. Age is less important than demonstrable achievements in the field of parts management. Experience in an international environment would be advantageous, as would a systems development background. The role involves a number of significant challenges and we are therefore seeking an individual who can bring strong commitment to the post.

The fringe benefit package includes a 2 litre car, medical cover, and a range of other competitive benefits including relocation assistance.

Candidates of either sex should apply in confidence quoting ref. 552 to the address below.

**Johnson Wilson & Partners**  
Management Recruitment Consultants  
Clarendon House, Hyde Street, Winchester,  
Hampshire SO9 7DX.  
Telephone: Winchester (0962) 53319 (24 hours).

## Merchandise Director

Midlands £ Neg + car

Our client - a substantial multiple retail chain with over 350 High Street shops and part of a major public group - has a consistent record of profitable growth. In order to maintain this momentum, exploit opportunities in a changing market and provide succession for a retiring Board member, the company now seeks an experienced and dynamic individual to assume responsibility for all aspects of stock management including purchasing, range-building, quality and margins.

Eligible candidates will be well educated men or women with a background in multiple retailing, per-en commercial skills - and particularly in the procurement of consumer durables - and a record of success in managing people and assets. They must have the stature to contribute immediately to the overall direction of the business, as a member of the top management team, and the potential to earn a seat on the Board in the future. The preferred age range is 30-45 and experience in the furniture trade would be an asset.

A generous salary will be negotiated and is most unlikely to be a barrier for the right candidate; the first-class benefits package includes a car, family BUPA and relocation assistance if appropriate. Applications please, in confidence and quoting appropriate Ref. 124/6/DT, to: Charles Barker Management Selection Ref. 124/6/DT, 30 Farringdon Street, London EC4A 4EA. International Ltd., telephone 01-634 1141.

**CHARLES BARKER**  
SELECTION-SEARCH-ADVERTISING

## CONFIDENTIAL APPLICANT RESPONSE & EVALUATION

AN AD INTERNATIONAL (UK) LTD.

### REGIONAL SALES MANAGER

c.£20,000 p.a.

As specialists in the field of video and visual communications, our client, a wholly owned subsidiary of a major public organisation needs an experienced executive to fill a key role in the fast expanding company.

You will be totally responsible for the profitability of the Southern Region, managing a staff of approximately 12 consultants and support staff, ensuring the area meets set targets. You will also service all major accounts. It is therefore essential that you have extensive experience in organising and motivating a professional sales force, ideally from within the industry, and demonstrate a proven sales track record. The basic salary is £18,000 with realistic on target earnings above the figure indicated. A company car and substantial benefits are offered.

Ref: 12/4154

### SENIOR SOFTWARE ENGINEER

to £18,000 p.a.

If you are about 25 years old, have a science or electronics qualification, PL/MSD and Intel software experience with UNIBUS systems, we would like to talk to you. Our client is a major organisation engaged in network and PABX systems development and needs a Senior Engineer capable of leading a team of about eight skilled professionals. You must have a sound background in real time concurrent processing, file and tape handling, transaction processing and relational database design.

You must have good communication skills and experience of accurately estimating work loads. The benefits package includes a pension and where necessary, assistance with relocation to North London.

Ref: 12/4155

### COMPUTER OPERATOR

to £10,500 p.a.

A major international American banking corporation needs an experienced Computer Operator to be based at their Head Office in Central London.

Reporting to the Computer Operations Manager, you will be responsible for operating their Tandem computer and its peripheral equipment to a high standard of quality, timeliness and accuracy. You will provide optimum service to users in meeting scheduled commitments. In addition to your O level education, your background should include one year's IBM mainframe operating experience and ideally some experience on Tandem equipment. The ability to communicate effectively at all levels within a highly pressurised environment is essential. A substantial banking benefits package is available.

Ref: 12/4156

### SYSTEMS SPECIALIST

c.£17,500 p.a.

A major British corporation engaged in the development of telecommunications systems for the 21st Century needs a qualified real time systems design specialist for a key appointment. Reporting to a Project Manager, you will be responsible for assessing the feasibility and dimension of major turnkey projects and preparing bids in liaison with customers. In your late twenties your background must include a relevant qualification, at least five years' real time computing and software development experience, and you must have a working knowledge of ISO and OSI standards.

This appointment may involve some foreign travel and the benefits package includes generous relocation assistance to the London area if necessary.

Ref: 12/4157

### SOFTWARE ENGINEER

c.£11,000 p.a.

A major leader in telecommunications needs an ambitious Software Engineer for a key role at their West Country base. Using your innovative approach to design and test, you will be developing error-free software components for use in company products.

With at least two years experience ideally gained from an industrial engineering environment, you should be fluent in a block-structured language such as PL/M or Coral and experienced in assembly language programming. If your background includes systems programming on minis or micros and protocols, e.g. x.25, so much the better.

If you are 23-40, with a science or engineering degree, our client offers excellent career prospects and generous company benefits.

Ref: 12/4158

INTERVIEWS ARE CONDUCTED BY WEST CLIENT

PHONE 01-242 0307

OR WRITE IN CONFIDENCE TO: AN AD INTERNATIONAL (UK) LTD, 51-53 GRAYS INN ROAD, LONDON WC1X 8EP

## TELECOMMUNICATIONS

United Arab Emirates £29,000-£38,000pa tax free

To meet the demands of operating its services and for future expansion, the Corporation requires a number of Professional and Management Engineers and Senior telecommunication staff to work in a challenging environment. These management appointments present opportunities for persons with a vast experience in Engineering and Telecommunication Administration.

### ENGINEERING

Familiar with all phases of planning, directing and co-ordinating telecom activities covering Switching, Transmission, and functions related to local and international telecom services; Management and administration organisation.

### COMMERCIAL

Manage sales of telephone, telex and telegram services including exchange specialised service and leased circuits. Experience in a large telecom organisation at management level in Commercial Section.

### MARKETING

Understanding of planning, administering and directing the marketing functions of a telecom administration including tariffs, rates, prices for services and equipment, and forecasting.

### SWITCHING

Familiar with theory and practice of logic circuits, software performance and data protocols as applied to various switching systems. Control and supervision of Engineers responsible for planning, designing and developing local transit and international telecom services.

### OPERATIONS

All engineering planning and operational support for traffic on the telecom network, forecasting needs, establishing schedules, capacity estimates, operation and administration of local and international telephone, telex, telegram, specialised data services.

All these opportunities offer the following excellent terms and conditions:  
■ FULLY PAID FAMILY AIR FARES ■ 44 DAYS ANNUAL LEAVE  
■ EDUCATIONAL AND MEDICAL ALLOWANCES ■ FULLY FURNISHED HOUSING  
For job description and further information contact:  
TEL: 01-828 4975 1 Wilton Road, London SW1V 1AB. (Any 24 hour answering service)

Montrose Technical Staff

## Senior Development Engineers

...WITH COMMERCIAL FLAIR... TO £15,000 PLUS CAR

These three appointments - two in the South of England, one in the North - are for young engineering graduates seeking front-line commercial experience on their way to general management.

The company (profitable and with sales over £10 million) is market leader in fluid dispensing and coating products sold to some of the UK's largest companies.

For defined product ranges and markets each Senior Development Engineer will develop and maintain the closest liaison with major customers' top technical staff. Each will also control the in-house resources - design, prototype production and test - needed to gain specification approval by those customers for new and modified products. The object is to generate additional profitable business.

Candidates, male or female, must be engineering graduates in their late 20s or early 30s who have cut their teeth in development and manufacturing management and proved that they can deal with major customers and exploit commercial opportunities. Relevant backgrounds could include domestic appliances, automotive components, refrigeration, food and other I.M.E.G. industries.

Salary negotiable to £15,000 plus car, BUPA, relocation help. Please write - in confidence - with full career details to: D. A. Kavanagh at Bull, Holmes (Management) Limited, 21 Albert Square, Manchester M2 5PE.

**Bull Holmes**

PERSONNEL ADVERTISERS

## SENIOR METROLOGISTS

Up to £22,500 Tax Free, plus all expenses

Saudi Arabia • Six months assignment

Our client urgently requires two senior supervisory metrologists, one mechanical, one electrical for installation, calibration, testing of laboratory equipment as follows:-

### SUPERVISOR - Mechanical Laboratory

Responsible for direction and training of laboratory technicians in the operation and maintenance of equipment including pressure, force, flow, temperature, humidity, viscosity, mass and dimensional.

### SUPERVISOR - Electrical Laboratory

Responsible for the direction and training of laboratory technicians in the operation and maintenance of equipment including AC/DC, high voltage, high frequency and microwave.

Both positions require degree personnel in engineering of physical sciences and an advanced degree is preferred. Must have 5-10 years' experience in a laboratory environment with expertise in measurement and uncertainty analysis.

New Year start date. For further details send C.V. immediately, quoting Ref 5129, to:-

**TEKNICA**

John Lingard, Assistance Technica Ltd, 0 (Zero) Baker Street, Middlesbrough Cleveland TS1 2LF. Tel. 0642 224545

# Senior Appointments

£ Neg. + Car

AMP of Great Britain Limited is the British subsidiary of a major international organisation which is the acknowledged world leader in the design, manufacture, and marketing of a wide range of precision engineering electro-mechanical components and inter-connection systems. Our product range is unrivalled in scope and quality which, coupled with our reputation for service, has created a continuing business expansion, which has resulted in a need for additional specialists. Successful applicants will preferably possess a degree, HNC, or equivalent qualification.

### MARKET MANAGERS

Additional Market Managers are required to join our marketing team and to be responsible for our sales into specific market sectors.

The primary purpose of these positions is to assess the market, develop key customer business, guide the Company with respect to the product needs of the market, and establish the most effective mode of marketing our products.

Ideally, applicants should be able to demonstrate a technical background with good sales and marketing experience in the Automotive, Business Equipment, or Electronics industry.

### ACCOUNT EXECUTIVES (COMMUNICATIONS, AEROSPACE, DATA SYSTEMS)

We now have a need for experienced Account Executives to join our sales teams covering the above industries. The objective of these positions is to promote sales of the range of AMP products to nominated customers within the prescribed industry, and to co-ordinate all associated activities to ensure complete customer satisfaction. The position calls for considerable

sales experience, preferably in a similar environment, together with administrative ability and the enthusiasm and personality to obtain motivation at all levels.

### PRODUCT SPECIALIST

The major activity in this position will be the provision of product support, in the form of specialised technical guidance and advice, on a range of the Company's products to the Marketing and Sales Departments both in the field and internally. Preferred applicants will have had a number of years experience in a light electro-mechanical engineering environment, coupled with some experience in a Sales/Marketing activity associated with an appropriate range of products.

### SALES ENGINEERS

The growing and increasingly varied needs of industry have created opportunities for ambitious, energetic Sales Engineers to represent us in Surrey, Kent and South London. Applicants must be experienced in Sales or Sales Associated Engineering, and will need to demonstrate their ability to develop existing business, anticipate future requirements and communicate effectively at all levels.

The above appointments all carry attractive salaries and a Company car with excellent working conditions in a congenial atmosphere which, with generous fringe benefits, reflect the forward thinking in the Company's attitude to its employees. If you feel you can meet our requirements please write with brief, but sufficient career details, or telephone for an application form to:-

The Personnel Department  
AMP of Great Britain Limited, Terminal House,  
Merrion Avenue, STAMMORE, Middlesex, HA7 4RS.  
Telephone: 01-954 2356

# AMP

of Great Britain Ltd.

## Subsea Mechanical Equipment Applications

up to £19,500; London based

We require a Chartered Mechanical Engineer with experience of mechanical design especially in a subsea environment. This specialist role will involve the design and specification of:

- connectors, tensioners and load limiters for pipes;
- mixed and fluid transfer designs for floating production and loading systems;
- tools for remote servicing on the sea bed;

for both oil production from wells and product transport from platforms on the sea bed in our current and planned operations. There will be a requirement for some overseas travel.

We will be looking for at least 5 years' experience and achievement in these or comparable fields with evidence of an analytical and creative approach.

Candidates, aged 26-40, must be Chartered with a degree in Mechanical Engineering and adaptable to future requirements, participating in novel mechanical equipment development in a multi-disciplinary environment.

Starting salary, including London Allowance, will depend on your experience. Benefits include non-contributory pension and generous relocation assistance, where appropriate.

Please write or telephone for an application form, quoting ref. D 123 to: Susan Sklar, Recruitment & Placement Branch, The British Petroleum Company p.l.c., Britannia House, Moor Lane, London EC2Y 9BL. Tel: 01-920 3484.

BP is an equal opportunity employer.

**The British Petroleum Company p.l.c.**

## Quality Engineering

BICC Superintension Cables Limited is responsible for the design, manufacture and installation of Superintension Cables and has secured recently a number of significant contracts particularly in the Far East.

A vacancy has arisen in the Manufacturing Department for a Section Leader - Quality Engineering. This is a management position responsible to the Factory Technical Manager for the maintenance of quality standards in the manufacture of superintension cables.

Candidates should be qualified to degree level in either Electrical or Mechanical Engineering or Materials Science and have sufficient relevant experience to make an immediate contribution to the post.

Applications should be made in writing to: The Personnel Officer, BICC Superintension Cables Ltd., Earth Works, Erith, Kent DA8 1HS.

**BICC**  
Superintension Cables

## TECHNICAL DIRECTOR

BNF Metals Technology Centre wishes to appoint a high calibre Technical Director. This independent commercially-run establishment undertakes projects for industrial clients in the UK and overseas, mainly in the metals and related fields, as well as important government projects. Turnover is currently around £2.5m.

Primary responsibility is to promote and expand business for the Centre and to realise the earning potential from its technical expertise. Acting through several Group Managers the Technical Director will have charge of developing an ongoing portfolio of contracts and exercising control over their technical and financial success.

Important requirements are good commercial judgment, based on relevant industrial experience, proven ability to manage a technical function with experience of managing graduate research staff at a senior level, and an understanding of commercial aspects of contract research. Preferred age 35 to 45.

Salary and other benefits are negotiable at a level that reflects the importance of this appointment. Applications, in strict confidence, giving full career details should be made in writing to: Dr R. D. Johnston, Director-General.

**BNF**

BNF Metals Technology Centre,  
Greve Laboratory, Denchworth Road,  
Wantage, Oxfordshire OX12 9BL



















